



## Doing Business in Egypt: 2013 Country

### Commercial Guide for U.S. Companies

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## Chapter 1: Doing Business in Egypt

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### Market Overview

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- Egypt has traditionally been an attractive market for U.S. firms thanks to its unique mix of demographics and commercial links to the broader world, strategic location and a demonstrated ability to innovate and compete in global markets. It is however, suffering from a post-Revolution economic slowdown, energy shortages and political instability. Most U.S. companies already in the market are taking a wait and see attitude; companies interested in expanding into Egypt will find opportunities, though limited in the short term. This should not dissuade companies from looking at the potential that exists in this, the largest Arab country, in the medium and long term.
- The January 25, 2011 Revolution and the subsequent political transition to democracy have affected the political, economic, commercial and security environment in Egypt. Although GDP grew to two percent from 2011 to 2012, it is still down from five percent in 2010. Foreign reserves fell from \$36 billion in January 2011 to \$14.4 billion in April 2013. Egypt is sourcing loans to bolster this weak position from Qatar, Libya, and Turkey, but is currently unable to finalize an IMF package which some say will begin the stabilization process. Credit rating agencies have consistently downgraded Egypt's rating since October 2011; as of April 2013, it stood at CCC+.
- Political instability has had an effect on foreign direct investment, which came to a virtual standstill in the aftermath of the Revolution. According to Central Bank of Egypt data, FDI flows into Egypt fell from \$6.8 billion in fiscal year (July 1-June 30) 2010, to \$2.2 billion in 2011, to \$1.6 billion in 2012. Despite the drop in foreign capital inflows, the U.S. nonetheless remains a significant source of investment into Egypt, accounting for \$1.8 billion in 2011 and \$0.4 billion in 2012. The stock of U.S. direct investment in Egypt was \$16.7 billion at the end of 2012. It is unlikely that there will be significant investment inflows until security and stability return to Egypt. Although many multinational firms have investment plans for Egypt, all but a few firms have placed their plans on hold.

### Market Challenges

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- Egypt's low levels of foreign reserves and post-revolution implementation of currency controls have significantly restricted access to foreign currency. Since

December 2012, the Central Bank has operated a twice weekly auction system that allows banks access to foreign currency. Some larger businesses must wait to get foreign exchange from the banks, sometimes having to open multiple accounts with different banks. Exchange is often allocated to priority sectors such as food, medicines, and fuel. Investors report that it can take several weeks for legitimate transfers to be executed, and importers applying for foreign currency from banks may be delayed in accessing foreign currency.

- Although Egypt is a signatory to international arbitration agreements, Egyptian courts do not always recognize foreign judgments. Resolution of any dispute is very slow, with the time to adjudicate a case to completion averaging three to five years.
- Other obstacles to trade and investment include excessive bureaucracy, a shortage of skilled labor, limited access to credit, slow and cumbersome customs procedures, intellectual property issues and non-tariff trade barriers. Investors report that frequent changes in government officials add to the complexity of doing business in Egypt.

## **Market Opportunities**

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- Nonetheless, Egypt remains the third largest export market for U.S. products and services in the Middle East. Globally, Egypt is the 42nd largest export market for the U.S. with bilateral trade reaching \$8.48 billion in 2012 – a two percent increase over 2011. In 2012, the U.S. exported \$5.5 billion goods and services, down from \$6.2 billion of goods and services to Egypt in 2011. U.S. food and agriculture exports totaled \$1.9 billion in 2012, down 24% from the previous year's record export levels.
- The U.S. is Egypt's second largest trading partner and the second largest foreign investor after the U.K. Roughly two-thirds of total U.S. investment is in the oil and gas sector, but also includes investment in areas such as consumer goods, pharmaceuticals, automobile production, franchises and financial services. Egypt is a significant importer of American agricultural commodities, machinery, and equipment..
- Egypt is a major oil and gas producer and investment needs in power infrastructure remain substantial. Significant sectors of interest to U.S. companies include: construction, architectural and engineering services, healthcare, telecommunications, water and waste water, chemicals, pharmaceuticals, renewable energy, education and training services, electric power generation, port and shipbuilding equipment, consumer goods and safety and security equipment. Consumer goods provide the highest profit margins for U.S. companies at this time.

- U.S. small and medium-sized companies should find an Egyptian firm to represent them in the local market. This can be done by attending trade fairs in Egypt (see Chapter 9) or in the United States. Designated International Buyer Program shows bring many foreign delegations to these U.S. based shows with opportunities to meet foreign buyers from relevant markets around the world. Trade missions and regional trade shows provide other opportunities. See <http://www.export.gov/egypt> for latest events.
- U.S. companies opening new relationships with Egyptian importers should be familiar with U.S. government financial resources available to help their customers, like the U.S. Export Import Bank.

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## **Chapter 2: Political and Economic Environment**

For background information on the political and economic environment of the country, please click on the link below to the U.S. Department of State Background Notes.

<http://www.state.gov/r/pa/ei/bgn/5309.htm>

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### Using an Agent or Distributor

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Egyptian law concerning commercial agency agreements is among the most liberal in the Middle East. The law is neutral concerning exclusivity and compensation does not require you to cancel an agency agreement once you enter into one, and there is no minimum notification period for cancellation. There is no requirement that the agent authorizes the import of the foreign principal's products into Egypt or that the importation takes place through the agent. Importers of any product must be separately registered. Commercial agents must register the existence of their agency with the Ministry of Industry and Foreign Trade's Commercial Registry Department, giving basic facts about the agreement, including the amount of commission received on sales. The foreign firm itself faces no local registration requirement. The commercial agency law is also neutral concerning dispute settlement procedures leaving this to the parties to decide, preferably in writing, at the time of appointment of the agent.

Commission rates vary according to the type of product or service, volume of sales, and involvement needed by the agent. The larger the volume of sales is, the smaller the commission. For commodities such as rice, wheat, sugar, lumber or cotton, the commission ranges between 1-3%; for chemicals and foodstuffs 3-5%; for medical equipment, earthmoving equipment, and office/business equipment, about 10%; for expensive laboratory and scientific equipment 15%. For major projects such as a complete civil engineering project, the commission is typically 1-3%. In tenders, the commission is calculated in the quoted bid. If a bidder reduces the bid price, the agent typically is asked to share in the reduction. Commission rates must be reported in bid packages for government tenders, with the government reserving the right to reduce any

commission it deems extravagant. Commission rates also must be noted in the Ministry of Industry and Foreign Trade's Commercial Registry documents signed by the Egyptian agent. Agent exclusivity is not required by law; the majority of U.S. firms have one or two Egyptian agents for different products, although a few have more.

Agencies can be split geographically and/or by product, although this is generally avoided in a country like Egypt where activity is centralized around the capital city of Cairo. If there is a geographic split, it is generally Alexandria with or without the Delta cities on one hand, and Cairo and the Nile Valley on the other. Agencies also can be split between private and public customers, with one agent specializing in tenders and others handling private sector customers. Agents often appoint subagents to cover smaller cities.

The U.S. Commercial Service offers the Gold Key and International Partner Search programs that are designed to assist U.S. companies in identifying local agents/distributors for their products. For further information, U.S. business representatives should contact the nearest Department of Commerce Export Assistance Center in the United States or the Commerce Department's Trade Information Center at 1-800-USA-TRADE (1-800-872-8723) or click on <http://www.export.gov>.

Recommended business networks in Egypt include the American Chamber of Commerce in Egypt and various associations of Egyptian entrepreneurs including the Egyptian Businessmen's Association, the Egyptian Junior Business Association, the Alexandria Business Association, the Federation of Egyptian Industries, and the Egyptian Exporters Association and the Egypt-U.S. Business Council. There are investor committees in the large industrial cities of Tenth of Ramadan, Sixth of October, Borg El Arab, and a chamber in Ismailia promoting projects in the Sinai. Please see the [Contacts Section](#) of this guide.

## **Establishing an Office**

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As in any other country, seek early legal counsel from one or more attorneys and tax counsel from a professional accounting/auditing firm. Lists of such firms are available on the Internet from the Commercial Service website in Egypt.  
<http://export.gov/egypt/businessserviceproviders/index.asp>

The General Authority for Investments and Free Zones (GAFI) established a one-stop shop for registering companies, which can process all paperwork for setting up a business in Egypt in three working days.  
<http://www.gafinet.org/English/Pages/default.aspx>

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Franchising has developed quite extensively in Egypt over a short time, especially in the fast-food sector. There are numerous international franchisees in Egypt at present, including food and non-food franchisees with hundreds of individual outlets.

The Egyptian fast food market, dominated by American chains, has experienced notable expansion since it began in 1970, and market sources expect the growth to continue at an annual rate of 15-20% over the coming years. The current food franchise market size is estimated at more than \$300 million. Some of the popular chains include: Chili's,

TGIF, Hard Rock Café, KFC, Cinnabon, McDonald's, Pizza Hut, Baskin Robbins, Caravel Ice Cream, Ruby Tuesday, Outback Steakhouse, and Dairy Queen. During the 1990s, the non-food sector started to develop and now there is large market potential. A limited number of companies in the fields of hotel management, car rental, language education, business and management training, health and fitness, electronics, and computer training are currently franchised in Egypt.

The Egyptian Franchise Development Association (EFDA) represents and serves the franchise industry in Egypt. EFDA promotes the concept of investment through franchising, encourages training and quality control, and works to solve common problems in the industry. Moreover, EFDA sponsors a local franchise show every year in the spring or early summer. Please contact the Commercial Service in Egypt for more details.

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Direct marketing in Egypt, such as catalog sales or television sales is also advancing as the use of credit cards and checking accounts from foreign banks is increasingly accepted. In addition, the risks from mail and warehouse theft are decreasing, as well as the high customs duties. Purchasing goods through the Internet is growing for the same reasons. The Egyptian Government encourages e-commerce and passed e-commerce legislation and an e-signature law in 2004.

### **Joint Ventures/Licensing**

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The details of joint venture or licensing agreements between Egyptians and their foreign partners are a matter of mutual agreement, defined by their contract, not by special law. Liberalized foreign exchange regulations since 1991 permit the free transfer abroad of profits and dividends. Invested capital may be repatriated without prior approval of the government's investment authority, the General Authority for Investment and Free Zones (GAFI). Foreign equity in joint ventures can be as low as a few percentage points, depending upon mutual agreement. Egyptian Law No. 8, the Investment Incentives and Guarantees Law, allows foreign investors to own any amount, up to 100%, in projects in most sectors.

Approval is not required for licensing agreements involving trademarks and technical know-how other than "process secrets." A stiff withholding tax is levied on royalty payments unless a double taxation treaty exists. There is a U.S.-Egyptian treaty for the avoidance of double taxation, which limits the tax on royalty payments to 15% of the gross amount of such royalty. Numerous government and private companies have licensing agreements with foreign firms under which royalties and other fees are freely transferred abroad pursuant to individual corporate agreements. Examples of licensed production in Egypt include name-brand clothing, personal care products, kitchen utensils, pistols, laser alignment equipment, and military vehicles. Service licenses include diving, training, and franchised services including personal care and restaurants.

Some U.S. investors have looked to Egypt as an investment site in order to benefit from U.S. Government procurement preferences. Under the U.S. Federal Acquisition Regulations (FAR), Egypt is a "designated country" (among many others) from which certain goods theoretically could be procured by the U.S. Government as if they were



made in America. However, this rule does not apply because the FAR requires such countries to sign the GATT/WTO Procurement Code, and Egypt has not done so yet.

## **Selling to the Government**

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In selling to the Government of Egypt (GOE), companies will need to deal directly with the client agency. Egyptian procurement is conducted utilizing either national budgetary funds or aid funds from the USAID, the Foreign Military Fund (FMF), or other donors.

In the case of USAID and FMF, information can be obtained on <http://www.fedbizopps.gov/>. USAID and the Office of Military Cooperation (OMC) can answer questions about upcoming procurements directly by contacting the U.S. Embassy in Egypt.

Other donor-funded projects open to U.S. bidders are from the Government of Japan's United Overseas Development Assistance (ODA), or multilateral assistance from entities such as the World Bank, African Development Bank, and the Arab and Islamic development funds.

The following information pertains to contracting directly with the GOE. It is also relevant for donor-financed projects to the extent that Egyptian law applies to them.

### **TENDERS LAW**

The Tenders Law No. 89/1998 now governs GOE procurement by all civilian and military agencies ("ministries, departments, local government units, and public and general organizations") unless they are excused from this law. It has replaced the former Law 9 of 1983. The improvement is evident mainly in these areas:

- (1) No negotiation of bids after bid opening ("momarsa," in Arabic). A tender may not be transferred into a momarsa.
- (2) No cancellation of an order without reason. Moreover, rejected bids and awarded bids will contain the reasons on which the decision was based.
- (3) Bid bonds will now be refunded immediately upon expiry of validity of tender.

The law has not changed the following features:

- (1) Open competition with publication for at least 30 days;
- (2) Fifteen percent price preference for Egyptian bidders. The Tenders Law 89 of 1998 requires the government to consider both price and best value in awarding contracts and to issue an explanation for refusal of a bid. However, the law contains preferences for Egyptian domestic contractors, who are accorded priority if their bids do not exceed the lowest foreign bid by more than 15 percent.

There is one exception, however. Ministry of Defense tenders are treated differently due to the Reciprocal Defense Procurement Memorandum of Understanding. This rule allows Egyptian companies to compete as U.S. companies on DOD procurements and U.S. companies to compete for MOD tenders as Egyptian companies. If a U.S.

company is competing with an Egyptian company on an MOD procurement, regardless of funding source, they must be treated the same. If an Egyptian company receives a 15% price preference, then so does the U.S. company. Not all DOD procurement committees are aware of this requirement. In the event of a dispute, please contact the U.S. Embassy's Office of Military Cooperation to inform them of MOD non-compliance with this provision of the Memorandum of Understanding;

(3) A two-phase decision-making process: a bid-opening committee that convenes a public session to which all bidders are invited and bid prices are read aloud; and a decision-making (settlement) committee that reviews the technical bids and either makes a decision or, if the value is over \$50,000, recommends a decision to the relevant minister;

(4) Bid bonds of one or two (generally two) percent and a performance bond by the winning firm of (generally) 5%. Preference is given to Egyptian public sector companies and Egyptian cooperatives, both of which are exempted from the bonding requirements, provided they do the work themselves and do not request an advance payment;

(5) Fraud, bribery ("either personally or through a third party, directly or indirectly"), or bankruptcy by the contracting party annuls the contract and allows any outstanding bid or performance bond to be confiscated;

(6) Sole-source decisions are permitted in special instances: monopoly sources of supply; goods whose import is monopolized; specialized products or services; and goods and services needed urgently;

(7) Advance payments are permitted, against a letter of guarantee. U.S. standby letters of credit (which can be insured for political risk by the U.S. Overseas Private Investment Corporation) are acceptable in Egypt.

#### Practical Problems of the Tenders Law

There is no time limit for the decision-making committees to meet, make, or announce their decision. If a bidder withdraws a bid prior to bid opening, the bid bond is forfeit. Bidders often are "held hostage" to a government agency that stalls the bid opening for varied reasons, including running out of funds for the project. Costs of extending bid bonds are borne by the bidders. If a winning firm withdraws from a project before beginning or completing a project, its performance bond similarly will be confiscated. This has happened when a client delays the start-up because of budget shortfalls, expecting the contractor/supplier to carry the burden of maintaining the performance bond.

Government agencies often delay giving the "final acceptance" of goods or work projects. This holds up final payment and final retirement of the performance bond. There are no time limits for making payment from the date of acceptance of a bid, nor any provision for implied or automatic acceptance of a supplied good or service. The client must explicitly acknowledge "final acceptance" before the contractor can receive final payment and retire the performance bond.

If award decisions are delayed beyond the validity date specified by a bidder, extra costs incurred by the delay cannot routinely be passed on. If the client adds new requirements

to an ongoing contract, any extra monies requested by the supplier/contractor must be endorsed by a special "price study committee" which sometimes takes years to issue approval. In the meantime, of course, the supplier/contractor is expected to fulfill the revised contract without delay or complaint.

The Tenders' Law makes no reference to dispute resolution, which therefore must be negotiated prior to contract signing. Arbitration in Egypt or abroad (the latter can include foreign law and foreign arbitral procedures) is preferred to the court system, although enforcement of arbitral awards is not assured because the losing party can appeal Egyptian or foreign arbitral decisions in Egyptian courts. If no specific dispute settlement procedure is mentioned, any future dispute with a government party will go to the government's Council of State. This is a government agency that both reviews the constitutionality of proposed laws and regulations and functions as a court for all non-criminal matters to which the government is a party. If the government party does not honor an arbitration decision, the tender's law does not permit the winning party to use the arbitration settlement documents to settle claims with other government entities (customs, tax, social insurance, etc.).

There is no provision allowing the supplier to delay work if payments are delayed. There is no provision to reduce the performance bond progressively according to the rate of completion of the work.

For Letters of Credit/Guarantee offered as a performance bond, it is advisable to have separate L/Cs for each procured commodity or distinct order, in order to avoid delaying the entire shipment if there is a dispute over one item. The Tenders' Law has increased the ceiling on direct orders to LE 50,000 (approximately \$9,000).

In the Tenders' Law, tenders and bids are not to be transformed into "momarsa" unless otherwise explicitly mentioned in the tender advertisement. Maintenance and after-sales technical service is to be given significant consideration in deciding and evaluating offers. The job is to be given to the lowest bidder only if the requirements for technical and maintenance support are fulfilled.

Amendments to Dispute Settlement Law 27 of 1994 regarding contracts between public enterprises and private (domestic and international) sector suppliers allow both parties to agree to appoint any accepted legal body. In the past, the only body overseeing disputes with public enterprises was the State Council, which was taking years in some cases to settle disputes. Parliament approved these amendments in May 1997.

In July 2006, the Tenders' Law was amended to allow state property to be sold by direct agreement in cases where a public auction would be impractical. In September 2006, the executive regulations of the Tenders' Law were also amended, to streamline contracts procedures. The changes shorten the period required for announcing tenders and evaluating bids; lower charges for tender documents; oblige clients to hold pre-bid meetings to clarify items in tenders; and include model contract terms clearly establishing rights and obligations of contractors. The amendments allow small-and medium-sized enterprises to acquire tender documents at cost, in order to help such firms win business. An amendment to the Tenders' Law was issued in May 2006, requiring the contracting governmental entity to change the agreement value with the contractor, pursuant to the increase or decrease in cost, which took place after the date determined for opening the technical envelopes or after the date of concluding the

agreement. The amendments also require the contracting entity to disburse to the contractor advance payments for work-in progress. The amendment also stipulates compensating contractors for price fluctuations that might occur during the first year of the contract.

The new laws correct some of the most serious flaws in Egypt's current government procurement procedures. Egypt is also now playing a positive role in international discussions of procurement practices, including those of the World Trade Organization. You may also engage the staff of the Commercial Service in Egypt, as well as the [Advocacy Center](#) at the U.S. Department of Commerce in Washington, D.C. to advocate on your behalf for projects and in disputes. Please note that if you have retained legal counsel and began legal proceedings, the U.S. Government cannot interfere.

### Other Practical Considerations in Selling to the Government

Poorly written specifications may force bidders to guess what the customer wants. U.S. firms must stay in close touch with client agencies to minimize doubts and uncertainties. Do not assume the "best" is desired, since superior features may not be understood or the price may be too high. The law is silent about who writes tender specifications and neither encourages nor discourages hiring of consultants to do so. Foreign firms that are trusted by government officials often voluntarily propose tender specifications to prospective bidders, which give them a chance to determine the specifications. In the decision-making committee, the technical representative (typically an engineer) must concur in the award decision. Such persons have much influence.

Government entities expect performance bonds to cover the full warranty period for the product or work in question, and drawdown proportionally to work completed are not usual. U.S. suppliers, by contrast, generally want performance bonds limited to safe delivery and/or set-up.

Influence peddling in procurement decisions is a much-discussed phenomenon. What is certain is that decision-makers must feel comfortable with a supplier. They will not select a low-bidder unknown to them. Personal friendships and frequent visits to decision-makers by foreign principals and their local representatives are important marketing factors. While "sweetheart deals" are known to take place, many Egyptian sources affirm that the majority of decisions are openly competitive and straightforward. While the decision-making process may seem opaque, details of bids are readily obtainable through informal channels.

### **Distribution and Sales Channels**

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Foreign firms can sell directly within Egypt if they are registered to make direct sales. Many do so as part of a manufacturing or assembly operation in Egypt. A few foreign firms use free zones or bonded warehouses to store goods and hire their own employees to sell door-to-door consumer goods. Most foreign firms, however, rely on Egyptian companies for wholesale and retail distribution, ensuring their effectiveness through staff training programs in Egypt and abroad, supplying short-term home office personnel to work with the Egyptian firm, and making regular visits by marketing and technical support staff. Although the concept of "marketing", as compared to simply selling, or waiting for the customer to find and come to you, is new to Egypt, there are a growing number of good Egyptian marketing firms who know how to market the products

in which they specialize.

Egyptian commercial agents are required for foreign firms to bid on most civilian government tenders. By contrast, commercial agents cannot be used to bid on military tenders, although use of Egyptian "consultants" may be allowed if the arrangement is properly structured. Commercial agents are optional when bidding on tenders issued by the petroleum companies, when selling to the private sector, or when selling under USAID-financed programs.

There are many choices for distributors, dealers, and agents in Egypt. There are a few firms with modern management, including "profit center" staff responsible for success in specialized departments. There are more traditional "general trader" type companies, some of which have developed a certain specialization (e.g.: lumber, building products, canned goods, fresh and frozen meats), and some of which handle "everything." Also, there are smaller firms specializing in only a few product lines or only a handful of foreign suppliers.

According to Egyptian Customs authorities and the Ministry of Industry & Foreign Trade, in 2007 (the latest statistics available) Egypt had 5,800 registered importers, 9,600 exporters, 4,330 commercial agents representing 106,200 foreign firms, and 4,250 factories licensed to import components. Most of these firms are privately owned, but the government sector includes some 279 separate companies affiliated with 16 holding companies; nearly 30 military factories that also make civilian products; and 1,500 companies owned by one of the 26 provincial authorities.

Many retailers of consumer goods tend to import their own needs directly rather than pay high markups to wholesalers. A corollary is that many Egyptians prefer getting quotes directly from the overseas supplier rather than from the local agent on the theory that the price will be better. This habit suggests that U.S. principals be sensitive to the role and presumed cost of their Egyptian agents. One way to strengthen that role is to refer customer inquiries back to the Egyptian agent or to a regional representative outside Egypt.

Only registered commercial agents can work on government tenders. Often such persons have retired from the government agency to which they are now specialized in selling. This system is especially common among persons selling to the military, security, and police agencies. In the extreme, some of these people literally operate out of their homes and have neither office nor staff, but they can be effective.

Egyptian law requires that all commercial agents and importers have Egyptian nationality. If it is a company, the chairman and all members of the board must be Egyptian, and it must be 100% Egyptian-owned. Agents also must have resided continuously in Egypt for at least five years with specified exceptions for expatriate Egyptians having an overseas work permit; be certified by a local chamber of commerce or professional association; not be a civil servant or worker in a public sector company (i.e., not moonlighting), nor a member of the People's Assembly; not be a "first grade relative" (i.e., a member of the immediate family, or uncle, aunt, niece, or nephew) of a civil servant of the rank of Director General or higher, or of a member of the People's Assembly. This prohibition against agents with family members in government is rarely enforced. Public sector firms can be agents, as can private firms and individuals. Distributor-type companies with any foreign ownership can market goods, including

imported goods, in the following circumstances (although they cannot handle the import operation, per se):

(1) General Partnership Companies, or Limited Partnership Companies: In these types of companies, there may be a foreign partner, provided that the Egyptian partner(s) have at least 51% of the capital and the general manager or head of the company is an Egyptian national. In these instances, such a distributorship company cannot be an "importer" nor act as commercial agent unless it is 100% Egyptian owned and managed.

(2) Limited Liability Company: A foreign partner in this type of distributorship company faces no limit on the percentage of ownership, provided that at least one manager of the company is an Egyptian national (there can be one or more managers depending upon the articles of incorporation), there are at least two shareholders or partners, and the capital of the company is not less than LE 50,000 (approximately \$9,000). A distributorship company of this type also cannot be an "importer", nor act as commercial agent.

(3) Joint Stock Company: Provided that at least 49% of the shares are offered to Egyptians upon formation, foreign shareholders ultimately can own up to 100% of the company, provided that a majority of the Board of Directors is Egyptian, the capital of the company is not less than LE 250,000, and there are at least three shareholders. Again, a distributorship company of this type may not import or act as a commercial agent unless it is 100% Egyptian owned and managed.

Foreign firms that form a distributorship as mentioned above often permit the Egyptian partners to form a separate company to act as "importer" or agent. The latter delivers the goods to the distributorship company for marketing within Egypt.

Products enter Egypt through the main ports of Alexandria, Dekheila, Damietta, Port-Said, and port of Ain Sokhna. Goods are then cleared by the importer or end-user and are stored in the main distribution centers located in Alexandria and Cairo. From there, well-organized distribution companies with networks covering the entire country will distribute to wholesalers and retailers.

## **Selling Factors/Techniques**

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Egyptians with whom an American will deal in business are often trilingual (English-French-Arabic), well-traveled individuals who pride themselves on ferreting out good deals at decent prices. Mid-level government officials with whom a foreigner may deal may be less sophisticated and less well traveled, but no less able to negotiate.

Negotiations for a sale, whether with a government agency or a private individual, will be bound by certain unspoken Egyptian cultural requirements. One is that there is no final best price that cannot be reduced further by negotiating. A corollary is that only a neophyte would offer one's best price, or anything close to it, early in negotiations. Government employees are judged on their ability to squeeze the final penny from the lowest bidder. This happens repeatedly, at every level of decision-making, and is the Egyptian version of the "Dutch auction", called in Arabic "momarsa". Momarsas have been popular because they give Egyptian officials the appearance of trying to get the best deal for Egypt, and they reduce charges of cronyism.

Egypt's Electronic Signature Law 15 of 2004 established the Information Technology Industry Development Agency (ITIDA) to act as the e-signature regulatory authority and to further develop the information technology sector in Egypt. The Ministry of State for Administrative Development (MSAD) implemented an e-government initiative to increase government efficiency, reduce services provision time, establish new service delivery models, reduce government expenses, and encourage e-procurement. For example, the e-tender portal, established in August 2007, allows all government tenders to be published online. In September 2009, the government implemented the e-signature service, allowing public and private companies to offer e-signature authentication. New legislative proposals on information security, cyber crimes, and the right to information have been in drafting for some time, and it is unclear if they will be implemented.

**E-Business websites:**

<http://www.otlobward.com/>

<http://www.otlob.com/>

<http://www.masrawy.com>

<http://www.yallakora.com>

<http://www.arabfinance.com>

<http://www.careermideast.com>

<http://www.rotana.net>

**Telecom Egypt:**

<http://www.telecomegypt.com.eg/>

**Government Websites:**

<http://www.itida.gov.eg/>

<http://www.egypt.gov.eg/english>

Strategically placed newspaper and magazine advertisements are good marketing tools in Egypt. Egyptians read newspapers voraciously, and all literate people will see or hear advertisements placed in the widely circulating Al Ahram daily (<http://www.ahram.org.eg>). Television is watched by all Egyptians, and advertisements reach and influence wide audiences. TV advertising has continued to increase in sophistication and prominence. Two partially privatized pop radio stations have also been created and already have captured a large part of the youth market. Other forms of advertisement in Egypt consist of roadside billboards, flashing neon signs on building roofs, building walls completely painted with advertising signs, "junk mail" advertisements, faxed advertisements, and messenger/courier-delivered direct mail campaigns.

Trade promotion is becoming more sophisticated. Trade shows are frequent, aimed either at targeted business audiences or the general public; several take place each month at one or more of the downtown hotels or the Cairo International Conference Center (CICC). The annual Cairo International Trade Fair, held in the spring of every year, is the historical centerpiece of Egyptian trade promotion events.

For a listing of trade events and fairs in Egypt, check Chapter 9 or please visit the CS Egypt website at:

<http://export.gov/egypt/tradeevents/eventsinegypt/index.asp>

## **SELECTED MEDIA LIST**

### **DAILY NEWSPAPERS**

Al Ahram: (circulation 900,000 Sunday - Thursday, 1,000,000 Friday)

---Egypt's most prestigious daily and most prosperous of the country's five largest publishing houses. In addition to publishing, the company has interests in many business services including computerization, billing services, and ID card services.

Al Akhbar: (circulation 850,000)

---More informal news (crime, human interest) than Al Ahram. Simpler language. Harshly antagonistic toward U.S. policies.

Al Wafd: (circulation 220,000)

---Mouthpiece of the New Wafd Opposition Party. Leading opposition paper, but much smaller and more limited in coverage and scope than the major pro-Government dailies above.

Egyptian Gazette: (circulation 4,500)

---The English-language daily. Part of the Gomhouriya publishing house. Caters almost exclusively to foreigners living in Egypt and tourists.

Al Masry El Youm: (circulation: 1,000,000 daily)

---Al-Masry Al-Youm newspaper is an independent Egyptian media organization established in 2003 by a group of prominent Egyptian businessmen. The organization also runs [www.almasryalyoum.com](http://www.almasryalyoum.com) and [www.almasryalyoum.com/en](http://www.almasryalyoum.com/en), which include an extensive multimedia section and an English Edition.

### **ECONOMIC PUBLICATIONS**

Business Monthly: (circulation 9,000)

---English-language magazine published by American Chamber of Commerce in Egypt.

Egypt Today and Business Today: (circulation 17,500)

---Glossy English-language magazines related to social/business life in Egypt published by International Business Associates.

## **Pricing**

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Egypt traditionally is a price-sensitive market, where quality often takes second place to cost. Exceptions to the generalization that "price sells" are sales financed by USAID and other foreign/international donors such as the African Development Bank. Another exception is consumer goods: people will pay for quality if they perceive it. However, the same affluent Egyptians who may buy a Mercedes car will tend to outfit their new factories with used equipment if they can cheaply transport a "complete" factory from abroad. Imported machinery is charged in addition to customs duty, a 10% Sales Tax, 3% Service Tax, and 1% Industrial and Commercial tax.



U.S. sellers should aim to create and support a sales/service network in Egypt by training their distributors and dealers. Firms that sell directly to government agencies need to do the same - ensure training of the workforce using the product or it will fail through ignorance of proper maintenance and the foreign supplier will be blamed for poor quality. Total Quality Management (TQM) interest has skyrocketed among producers in recent years with a number of them now working toward ISO 9000 certification.

**IPR Climate in Egypt:**

Egypt is a signatory to the WTO Trade-Related Aspects of Intellectual Property Rights (TRIPS) Agreement, the Berne Copyright Convention, the Paris Convention for Protection of Industrial Property of 1883, the Madrid Agreement Concerning the International Registration of Marks 1954, and the Nice Agreement Concerning the International classification of goods and services, the Stockholm Act of 1967, the Hague Agreement, the Geneva Act 1999, the Patent Cooperation Treaty (1970 as modified and amended), and the Trademark Law Treaty.

In recent years, Egypt has made some progress in strengthening its IPR regime through improvements in its domestic legal framework and enforcement capabilities. In May 2002, Egypt enacted a new comprehensive IPR law (Law 82 of 2002) that met certain key TRIPS requirements, including providing data exclusivity and exclusive marketing rights and enacting a patent mailbox. The law also addressed IPR protection in areas such as patents, copyrights (with enhanced protection for sound and motion-picture recordings and computer software), trademarks, plant varieties, industrial design, and integrated circuit layout design.

Although the law has certain shortcomings, its passage demonstrated a marked improvement in the major facets of Egypt's IPR regime. In July 2003, implementing regulations for the patent, trademark, and botanical variety provisions of the law were issued. Implementing regulations for Copyright provisions were issued in 2005. Egypt also ratified the WIPO Patent Cooperation Treaty in 2003.

Stemming from an international property protection problem in healthcare in late 2004 when the Egyptian Ministry of Health apparently was complicit in the approval of a significant number of copies of pharmaceutical products for marketing in Egypt, the United States Trade Representative (USTR) elevated Egypt from the "Watch List" to the "Priority Watch List" during its annual "Special 301" IPR review. Despite having lowered Egypt in 2008, USTR continues to keep Egypt on the "Special 301" watch list in the 2012 report despite efforts in the Area of the IPR Enforcement, particularly in the area of entertainment and business software piracy.

A modern, computerized Egyptian Patent Office operating under the authority of the Ministry of Higher Education and State for Scientific Research processes patent applications and grants patent protection. The government has significantly improved the quality and transparency of Egypt's trademark and industrial design registration

system. In preparation for the new WTO patent regime, in effect as of January 1, 2005, the Ministry began hiring new technical examination staff in 2003.

The International Intellectual Property Alliance's (IIPA) 2013 Special 301 Report indicates that the software piracy rate in 2011 was 61%, an increase over the previous several years, representing a commercial value of unlicensed software in the country of \$172 million.

The following paragraphs summarize the law's provisions on different types of IPR:

**Patents:** The law increases the protection period for a patent term to 20 years, and for pharmaceuticals includes provisions on data exclusivity and exclusive marketing rights which had been adopted by Prime Ministerial decree in 2000. Egypt has elected to be treated as a Developing Country for pharmaceuticals and chemicals under the TRIPS Agreement. As of January 1, 2005, Egypt has been required to be in full compliance with its TRIPS patent obligations. There were estimated to be some 4,000 patent applications filed in its TRIPS "mailbox" for applications relating to pharmaceutical products. The patent authorities began to review these applications in 2005 as required. The Egyptian Patent Office now reports that all applications filed in the WTO TRIPS mailbox have been processed.

On Friday September 25, 2009 The World Intellectual Property Organization (WIPO) approved the Egyptian Patent Office as an international body; thereby adopting the first Arab, African patent office. The step is part of a cooperation treaty under which the Egyptian Patent Office will accept patent applications from all countries. It came after years of preparations made by the Egyptian government with the UN specialized agency (WIPO).

Egypt became the first country in Africa and the Middle East and the third in the developing world to have acquired this authority. The office, established in 1951, is affiliated to the Academy of Scientific Research and Technology.

Since 1975, Egypt has been a member of the WIPO which is dedicated to developing a balanced and accessible international intellectual property system, which rewards creativity, stimulates innovation and contributes to economic development while safeguarding the public interest.

#### **Data Protection:**

In January 2007, the Government of Egypt announced its enactment of a streamlined drug registration system for drugs carrying a USFDA or EMEA approval. Such a system would be useful to increase the effective pharmaceutical data protection period, which is counted as five years starting from the date the application for registration of a drug is filed at the Ministry of Health. The system does not yet operate as intended.

#### **Copyrights:**

The law offers copyright protection to artistic and literary works, computer programs, and audio-visual works. Books and computer programs are provided protection for the author's lifetime plus 50 years. Sound recordings are granted 50 years protection from the recording date. The specified penalty for copyright violations is a fine of LE 5,000-

10,000 per infringement or a prison term of not less than one month, or both. The 2005 implementing regulations for copyrights were amended twice in 2006 primarily to address procedural matters. Significantly, the latest amendments clarified that registration and enforcement authority for software and database IPRs rests with the Information Technology Industry Development Agency (ITIDA) under the Ministry of Communications and Information Technology (MCIT).

#### **Trademarks:**

The IPR law offers trademark protection of ten years, in accordance with the Trademark Law Treaty. Penalties have increased to a maximum of 20,000 Egyptian pounds or imprisonment of not less than one month, or both.

#### **Madrid Protocol:**

On December 24, 2008, a joint Shura Council and People's Assembly Committee agreed to the ratification of the Madrid Protocol relating to the Madrid Agreement Concerning the International Registration of Marks. The Committee approved the treaty. Egypt has been a signatory of the Madrid Protocol (since June 28, 1989) but it never ratified the treaty, and as such did not enter into force. Joining the Madrid Protocol should improve US-Egyptian trade by opening the way for Egyptian businesses to register their marks in more foreign countries through a single filing, by simply designating the countries in which they want to register. Egyptian companies will have this advantage in an additional 27 countries or territories that have joined the Protocol but not the Madrid Agreement, including the United States and the European Union. In addition, US businesses will now be free to designate Egypt on their single trademark filing under the Madrid Protocol, rather than having to hire a local agent and file directly in the Egyptian Trademark Office in the Commercial Registry Administration. There are also other advantages to the Protocol such as filings and correspondence which can be conducted in the English-language under the Protocol and fees should be higher for Egypt.

#### **Semiconductor Chip Layout Design:**

The law incorporates a chapter for protecting semiconductor chip layout design. Previously there was no legislation protecting semiconductor chip layout design, although Egypt had signed the Washington Semiconductor Convention.

In recent years the United States has provided significant assistance through USAID-funded projects to Egypt in order to establish and strengthen the Government of Egypt's IPR-related institutions. A modern computerized Patent Office is now capable of processing and ensuring the protection of patent applications, and the quality and transparency of the trademark and industrial design registration system has been significantly improved. The Government of Egypt has also taken steps to ensure the authorized use of legitimate business software by civilian government departments.

Although progress has been made, further steps must be taken to strengthen protection of copyrighted material and confidential test data. High copyright-piracy levels continue to affect many categories of intellectual property, particularly book publishing, music recordings, and motion pictures.

For more information, please see [Egypt's Intellectual Property Unit](http://www.arableagueonline.org/) in the General Secretariat of the League of Arab States. <http://www.arableagueonline.org/>

### **Protecting Your Intellectual Property in Egypt:**

Several general principles are important for effective management of intellectual property ("IP") rights in Egypt. First, it is important to have an overall strategy to protect your IP. Second, IP is protected differently in Egypt than in the U.S. Third, rights must be registered and enforced in Egypt, under local laws. Your U.S. trademark and patent registrations will not protect you in Egyptian market. There is no such thing as an "international copyright" that will automatically protect an author's writings throughout the entire world. Protection against unauthorized use in a particular country depends, basically, on the national laws of that country. However, most countries do offer copyright protection to foreign works under certain conditions, and these conditions have been greatly simplified by international copyright treaties and conventions.

Registration of patents and trademarks is on a first-in-time, first-in-right basis, so you should consider applying for trademark and patent protection even before selling your products or services in the Egyptian market. It is vital that companies understand that intellectual property is primarily a private right and that the US government generally cannot enforce rights for private individuals in Egypt. It is the responsibility of the rights' holders to register, protect, and enforce their rights where relevant, retaining their own counsel and advisors. Companies may wish to seek advice from local attorneys or IP consultants who are experts in the Egyptian law. The U.S. Commercial Service can provide a list of local lawyers upon request. The list is available on Post's website: [http://photos.state.gov/libraries/egypt/19452/pdfs/att\\_list.pdf](http://photos.state.gov/libraries/egypt/19452/pdfs/att_list.pdf)

While the U.S. Government stands ready to assist, there is little we can do if the rights holders have not taken these fundamental steps necessary to securing and enforcing their IP in a timely fashion. Moreover, in many countries, rights holders who delay enforcing their rights on a mistaken belief that the USG can provide a political resolution to a legal problem may find that their rights have been eroded or abrogated due to legal doctrines such as statutes of limitations, laches, estoppels, or unreasonable delay in prosecuting a law suit. In no instance should U.S. Government advice be seen as a substitute for the obligation of a rights holder to promptly pursue its case.

It is always advisable to conduct due diligence on potential partners. Negotiate from the position of your partner and give your partner clear incentives to honor the contract. A good partner is an important ally in protecting IP rights. Consider carefully, however, whether to permit your partner to register your IP rights on your behalf. Doing so may create a risk that your partner will list itself as the IP owner and fail to transfer the rights should the partnership end. Keep an eye on your cost structure and reduce the margins (and the incentive) of would-be bad actors. Projects and sales in Egypt require constant attention. Work with legal counsel familiar with Egyptian laws to create a solid contract that includes non-compete clauses, and confidentiality/non-disclosure provisions.

It is also recommended that small and medium-size companies understand the importance of working together with trade associations and organizations to support efforts to protect IP and stop counterfeiting. There are a number of these organizations, both in Egypt or U.S.-based. These include:

- The U.S. Chamber and local American Chambers of Commerce
- National Association of Manufacturers (NAM)
- International Intellectual Property Alliance (IIPA)
- International Trademark Association (INTA)
- The Coalition Against Counterfeiting and Piracy
- International Anti-Counterfeiting Coalition (IACC)
- Pharmaceutical Research and Manufacturers of America (PhRMA)
- Biotechnology Industry Organization (BIO)

## IP Resources

A wealth of information on protecting IP is freely available to U.S. rights holders. Some excellent resources for companies regarding intellectual property include the following:

- For information about patent, trademark, or copyright issues -- including enforcement issues in the US and other countries -- call the STOP! Hotline: **1-866-999-HALT** or register at [www.StopFakes.gov](http://www.StopFakes.gov).
- For more information about registering trademarks and patents (both in the U.S. as well as in foreign countries), contact the US Patent and Trademark Office (USPTO) at: **1-800-786-9199**.
- For more information about registering for copyright protection in the US, contact the US Copyright Office at: **1-202-707-5959**.
- For more information about how to evaluate, protect, and enforce intellectual property rights and how these rights may be important for businesses, a free online training program is available at [www.stopfakes.gov](http://www.stopfakes.gov).
- For US small and medium-size companies, the Department of Commerce offers a "SME IP Advisory Program" available through the American Bar Association that provides one hour of free IP legal advice for companies with concerns in Brazil, China, Egypt, India, Russia. For details and to register, visit: [http://www.abanet.org/intlaw/intlproj/iprprogram\\_consultation.html](http://www.abanet.org/intlaw/intlproj/iprprogram_consultation.html)
- For information on obtaining and enforcing intellectual property rights and market-specific IP Toolkits visit: [www.StopFakes.gov](http://www.StopFakes.gov) This site is linked to the USPTO website for registering trademarks and patents (both in the U.S. as well as in foreign countries), the U.S. Customs & Border Protection website to record registered trademarks and copyrighted works (to assist customs in blocking imports of IP-infringing products) and allows you to register for Webinars on protecting IP.
- The U.S. Commerce Department has positioned IP attachés in key markets around the world. For assistance, you are welcome to send an email to [Office.Cairo@trade.gov](mailto:Office.Cairo@trade.gov).

Due diligence is part of the array of services the Commercial Service provides for the benefit of U.S. business. It is recommended that U.S. firms take advantage of the U.S. Commercial Service International Company Profile (ICP) service before signing an agency agreement with a local concern, choosing a local partner to bid jointly on a major project, or doing business for the first time with a local company. ICPs are prepared at the request of U.S. firms and provide financial and background data on Egyptian companies. U.S. firms can request an ICP through their local U.S. Export Assistance Centers.

### **Local Professional Services**

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Local service providers and professional associations can be viewed on the U.S. Commercial Service in Egypt's webpage at:  
<http://export.gov/egypt/businessserviceproviders/index.asp> or at the American Chamber of Commerce in Egypt: <http://www.amcham.org.eg/>

### **Web Resources**

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Commercial Service in Egypt: <http://export.gov/egypt/index.asp>  
U.S. Embassy: <http://cairo.usembassy.gov>  
USAID: <http://egypt.usaid.gov>  
American Chamber of Commerce in Egypt: <http://www.amcham.org.eg>  
Federal Business Opportunities: <http://www.fedbizopps.gov/>  
Egyptian Government Web Portal: <http://www.egypt.gov.eg/english/>  
Egyptian Businessmen's Association: <http://www.eba.org.eg/>  
Alexandria Business Association: <http://www.aba.org.eg/>  
Federation of Egyptian Industries: <http://www.fei.org.eg/>  
Egyptian Exporters Association: <http://www.expolink.org>  
Information Technology Industry Development Agency: <http://www.itida.gov.eg/>  
General Authority for Investment and Free Zones: <http://www.gafinet.org/>,  
<http://www.gafinet.org/English/Pages/default.aspx>  
Egyptian Franchise Development Association: <http://www.efda.org.eg/>

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## Chapter 4: Leading Sectors for U.S. Export and Investment

### **Commercial Sectors**

- [Architecture/Construction/Engineering Services](#)
- [Education/Training Services](#)
- [Electrical Power Systems](#)
- [Medical Equipment](#)
- [Port Shipbuilding Equipment](#)
- [Renewable Energy Equipment](#)
- [Security and Safety Equipment](#)
- [Telecommunications Equipment](#)
- [Water Equipment Resources and Service](#)

### **Agricultural Sectors**

- [Top Prospects for U.S. Agricultural Export Opportunities to Egypt](#)

## Architecture/Construction/Engineering Services

### Overview

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	2011	2012	2013 (estimated)	2014 (estimated)
Total Market Size	10160000	86000000	10700000	15700000
Total Local Production	6096000	5160000	6420000	9420000
Total Exports	0	0	0	0
Total Imports	4064000	3440000	4280000	6280000
Imports from the U.S.	850000	330000	856000	125600
Exchange Rate: 1 USD	5.9	6.00	7.00	7.00

(Market Data in Thousands USD)

Total Market Size = (Total Local Production + Total Imports) – (Total Exports)

Data Sources: Industry sources, BMI

The ACE market has been growing rapidly at a 15% growth rate since the 1980s resulting in a substantial boom in residential and commercial real estate. It accounts for around 8% of total employment with a workforce of 1.2 million people. The political unrest of January 2011 negativity affected the sector and led to a slower growth rate estimated at 6.2% by BMI. By the end of 2012, the market started to show signs of a slight recovery. . The sector needs time to regain a full growth rate similar to the pre revolution rate and to attract additional greenfield investment.

Recently the Qatari Diar announced that it would invest \$464 million in the Nile Corniche commercial and residential complex; the Majuid Al Futtain announced a \$444 million investment in the Festival City Shopping Mall; and the Emaar-Al Futtain Group announced an \$820 million Cairo Gate retail project. Demand in the sector is on the rise mainly because of rapid demographic growth and housing shortages, particularly in the low- and middle-income segments. Large multilateral-funded infrastructure projects are also contributing to the market's recovery.

### Sub-Sector Best Prospects

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- Road Management Systems
- Bridges
- Green Building
- Power Projects
- New Cities
- Utilities and Infrastructure

### Opportunities

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The Ministry of Housing, New Urban Communities Authority (NUCA) announced plans for the new cities of East Port Said and New Al Alamein, in addition to expansion projects in already existing cities, including 6<sup>th</sup> of October, 10<sup>th</sup> of Ramadan, Al Sadat, and New Cairo Cities. NUCA's planning involves the construction of completely new cities that would include urban development projects, transit investment projects, eco industrial parks, center for the shipping industry and maintenance, business and commercial centers, industrial parks, tourist centers - exhibition and conference centers. The Egyptian Government has made an annual budgetary provision of \$850 million for new city infrastructure projects for NUCA.

Government partnership with the private sector companies, under different schemes such as Public Private Partnership (PPP) or Build Operate Transfer (BOT), is becoming the trend to alleviate the burden on government spending to develop the country's infrastructure.

Upon completion, the development of the Suez Canal Corridor project under study is expected to increase Egypt's annual revenue by \$100 billion. The aim is to transform the Suez Canal area into a world class economic zone. Other projects include:

- 6th of October Wastewater Treatment Plant, design, construction, financing, operation and maintenance of a new 150,000 m3/day plant, cost \$15-29 million, (PPP Project under the Ministry of Finance's PPP Central Unit).
- Abu Rawash Wastewater Treatment Plant, upgrade the Abu Rawash Wastewater treatment plant in Giza, cost \$990 million (PPP Project under the Ministry of Finance's PPP Central Unit).
- East Port Said Port, to cover the development of the port's industrial and free-zone areas, Millennium city, East Port Said Agriculture Area, Port Said Tunnel across the Suez Canal, vast hinterland, road and rail networks, a power station, communication center, value-added services, cost \$1.5 billion.
- Alexandria Medical City, private investment for financing, designing, constructing, equipping, furnishing, maintenance, operating and provision of non-clinical facility services for two University Hospitals and a blood bank, cost \$1.45 billion

The General Authority for Investment (GAFI) announced that a list with major projects will be released by June 15, 2013. The list will include projects in power, roads, and water treatment.

U.S. companies interested in entering the Egyptian ACE market are encouraged to seek financing from U.S. financing agencies such as the U.S. Export and Import Bank (ExIm), the Overseas Private Investment Corporation (OPIC), or consider participation in the Egyptian Government PPP projects, which are expected to be announced in June 2013.

## Web Resources

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Ministry of Housing: [http://moh.gov.eg/en/en\\_design/Default\\_en.aspx](http://moh.gov.eg/en/en_design/Default_en.aspx)

Egyptian Federation for Construction and Building Contractors

[http://www.tasheed.org/english/eng\\_home.aspx](http://www.tasheed.org/english/eng_home.aspx)

Private Sector contractor: OCI: <http://www.orascomci.com/index.php?id=home>

General Authority for Investment: <http://www.gafi.gov.eg/ar/Default.aspx#>

Contact for the Commercial Specialist in charge of the ACE Sector:  
Hend El Sineity [Hend.Elsineity@trade.gov](mailto:Hend.Elsineity@trade.gov)

## Education/Training Services

### Overview

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Unit: USD thousands				
	2011	2012	2013 (estimated)	2014 (estimated)
Total Market Size	3800	4000	4200	4410
Total Local Production	0	0	0	0
Total Exports	0	0	0	0
Total Imports	3800	4000	4200	4410
Imports from the U.S.	1490	1580	2100	2200
Exchange Rate: 1 USD	5.9	6.00	7	7

Total Market Size = (Total Local Production + Total Imports) – (Total Exports)  
Data Sources: Industry sources

In 2010/11 the number of schools in Egypt reached over 40,000, of which 5,662 are private. Total government investment in pre-university education is estimated at \$643 million in 2012/13. The total illiteracy rate for adults of 15 years of age and above declined from 30% in 2006 to 26% in 2012.

There are currently 3 million university students served by 39 universities (20 public and 19 private), of which 313,931 are enrolled in private institutes as of June 2012. Government investment in universities and higher education is estimated at \$586 million in 2012/13.

The Government of Egypt 2008/2012 five-year plan calls for upgrading education, educational facilities and educational equipment in order to master new technologies. The plan also links education to the job market by upgrading training and re-training. There are some 1,300 vocational training centers affiliated with various ministries and government entities with a total training capacity of 200,000 trainees per year.

### Sub-Sector Best Prospects

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- English Language Instruction
- E-based programs to enhance teacher performance
- Computer Software
- Management/business training covering topics such as banking, finance, marketing, customer service, general management, and presentation skills either using multimedia software or through video training
- Vocational training with adaptable material including textile industry, engineering industries, metal industry, and health technology.

## Opportunities

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Opportunities exist mostly in web-based education; E-learning is highly recommended especially in private schools. The Government of Egypt is looking into the same technology to be introduced into public schools in the near future. The concept of Community College is popular among Egyptian students who wish to pursue E-based learning programs.

## Web Resources

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Commercial Service in Egypt <http://export.gov/egypt/>

U.S. Embassy: <http://egypt.usembassy.gov/>

USAID: <http://www.usaid-eg.org/>

World Bank: <http://www.worldbank.org/>

UNESCO: <http://www.unesco.org/new/en/education/>

General Authority for Investment (GAFI): <http://www.gafi.gov.eg/ar/Default.aspx>

American Chamber of Commerce in Egypt: <http://www.amcham.org.eg>

Egyptian Government Web Portal: <http://www.egypt.gov.eg/english/>

Ministry of Education:

<http://portal.moe.gov.eg/SiteCollectionDocuments/english/1english.htm>

AmidEast: <http://www.amideast.org/egypt>

Contact for the Commercial Specialist in charge of the Educational Training Sector:

[Hend.Elsineity@trade.gov](mailto:Hend.Elsineity@trade.gov)

## Electrical Power Systems

### Overview

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#### EPS Equipment Market

	2011	2012	2013 (estimated)	2014 (estimated)
Total Market Size	2,139	2,400	2,600	2,900
Total Imports	1,750	1,900	2,100	2,450
Total Imports from US	490	510	549	600
Exchange Rate: 1 USD	5.9	6.00	6.95	7.15

Egypt is the largest energy producing country in the Middle East. With its significant population growth and growing economy, electricity consumption tripled over the last 20 years. Power demand is expected to grow by 6% during the next seven years, this follows 7.5 % growth during the last five years.

#### Energy Capacity and needs

Unit: GWh

	2011	2012	2013 (Estimated)	2014 (Estimated)
Total Installed Capacity	24,726	27,049	29,074	31,255
Total Power Generated	139,000	146,796	157,406	168,740
Net Exported Power GWh	968	1443	1576	1733

The Ministry of Electricity and Energy (MOEE) acts as the owner of the state entities in the power sector. The electricity industry, which was vertically integrated under Egyptian Electricity Authority (EEA) until 2000, has been structurally unbundled, both “vertically” (along the functional lines of generation, transmission, and distribution/supply) and “horizontally” in the generation and distribution/supply segments, with a number of companies operating in each segment. This unbundled structure is linked together under the umbrella of Egyptian Electricity Holding Company (EEHC), which has 16 subsidiaries including: one hydropower and five thermal electricity generation companies; nine electricity distribution companies; and a transmission-and-dispatch company - the Egyptian Electricity Transmission Company – (EETC).

All EEHC affiliates remain fully owned by the state and EEHC coordinates plans and investments in the power sector and manages the sector’s overall finances. In addition to the EEHC affiliates, there are six authorities operating in the electricity sub-sector which report directly to MOEE. These are: (i) Rural Electrification Authority (REA), (ii) Hydropower Projects Executive Authority, (iii) New and Renewable Energy Authority (NREA), (iv) Atomic Energy Authority, (v) Nuclear Power Plants Authority, and (vi) Nuclear Material Authority.

Energy Resources 2011/2012	Based on Installed Capacity	Based on Generated Energy
Steam	44.3 %	47.5 %

Combined Cycle	35.6 %	39.7 %
Hydro	9.8 %	9 %
Gas	8.3 %	6.6 %
Wind and Solar	2 %	1.2 %

MOEE reduced the rate of fuel consumption in 2012 by 5.4 % to reach 208.1 gm/kwh. MOEE also improved the rate of electrical energy loss to reach 10.2% (an improvement of 21.1% over 2011). Nonetheless, Egypt's energy loss is still high when compared to Korea's which is just 4% waste (one of the lowest rates worldwide). The Korea International Cooperation Agency (KOICA) in Egypt has been cooperating with the MOEE's Cairo North Electricity Distribution Company on introducing the Smart Grid concept. A grant received from KOICA was used to implement the Smart Grid project phase one in the Shubra Power Station with the assistance of a Korean private sector company. The second phase of the project will be conducted by the same company using the revenues generated from the savings in phase I.

In the last three years, there has been a 10-12% electricity shortage in Egypt during the summer months due to heavy consumption. Two power stations in East Damietta and Abu Kir (Alexandria) were supposed to start operation in May 2012 to add 1,000 MW to the power grid, but due to instability the projects have been delayed.

### **Current Cooperation with USA**

During the period 1976-2007, American Companies participated in implementing several Egyptian power projects with investments of about U.S. \$1.8 billion. There are ongoing projects since 2011 with investments of about U.S. \$369 million.

### **Sub-Sector Best Prospects**

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- Gas turbine units
- Steam turbine
- Products and services related to power industries and electricity grid
- Compressed Natural Gas (CNG) and Liquefied Natural Gas (LNG) technologies and peripherals

### **Opportunities**

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To meet the increasing demand, the Egyptian Ministry of Electricity and Energy is planning to add 50,410 MW to the current installed capacity during the next three to five years, which will be diversified between oil, gas, solar, wind, hydro and nuclear resources.

The study of upgrading the interconnection voltage between Egypt and the Arab Maghreb countries has been finalized and the project is expected to be in operation in 2014. The interconnection studies are ongoing for the Egyptian/Europe direct interconnection through Greece. Procedures for starting the Egyptian/Saudi interconnection are being finalized and the project is expected to begin operations in 2015 with a total capacity of 3000 MW and total investments of U.S. \$570 million, in addition to other projects for the Eastern Nile Basin and Egyptian/Sudan interconnection.

**Plans to Increase Power Generation through 2027**

2012-2017	15360 (MW)
2017-2022	16450 (MW)
2022-2027	18700 (MW)
Total	50410 (MW)

**Power Plant Projects 2012-2017**

	Government Projects	Private Sector Projects	
Thermal Power Plants	6900 MW	5500 MW (BOO)	
Renewable Energy Power Plants	1492 MW	1250 MW (BOO)	120 MW (IPP)

**Thermal Power Projects plan 2012-2017**

Governmental Projects			
Project Name	Capacity (MW)	Type	Estimated Operation Date
Banha (under construction)	750	Combined Cycle	Simple cycle 3,4/2013 Combined cycle 1/2014
North Giza(1,2) (under construction)	1500	Combined Cycle	Simple cycle 5,6,7/2013 Combined cycle 5,7/2014
North Giza(3) (under construction)	750	Combined Cycle	Simple cycle 5,6/2014 Combined cycle 5/2015
Suez (under construction)	650	Steam	11/2015
South Helwan	1950	Steam	Steam unit (1) 5/2016 Steam unit (2) 8/2016 Steam unit (3) 11/2016
Safaga	1300	Steam	5/2017 7/2017

Project Name	Capacity (MW)	Type	Estimated Operation Date
Dairut	2250	Combined Cycle	Simple cycle 7/2014 Combined cycle 5,10/2014
Qena	1300	Steam	Steam unit 6/2016 Steam unit 9/2016
Ayat	1950	Steam	Steam unit (1) 2/2017 Steam unit (2) 5/2017 Steam unit (3) 7/2017

**Private Sector Projects (BOO)**

Commercial Service in Egypt: <http://export.gov/egypt/index.asp>

U.S. Embassy: <http://cairo.usembassy.gov>

Ministry of Electricity and Energy <http://www.moee.gov.eg/>

New and Renewable Energy Authority <http://www.nrea.gov.eg/>

Egyptian Electricity Holding Co. <http://www.egelec.com/>

Egyptian Electricity Transmission Co. <http://www.eetc.net.eg/>

Ministry of Investment <http://www.investment.gov.eg>

General Authority for Investment and Free Zones: <http://www.gafinet.org/>

Egypt state information service <http://www.sis.gov.eg/En/Default.aspx>

American Chamber of Commerce in Egypt: <http://www.amcham.org.eg>

Egyptian Government Web Portal: <http://www.egypt.gov.eg/english/>

Egyptian Businessmen's Association: <http://www.eba.org.eg/>

Alexandria Business Association: <http://www.aba.org.eg/>

Federation of Egyptian Industries: <http://www.fei.org.eg/>

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## Medical Equipment

### Overview

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Unit: USD Million

	2011	2012	2013	2014 (Estimated)
Total Market Size	766	842	926	930
Total Local Production	27	38	42	46
Total Exports	10	15	17	17
Total Imports	264	355	390.5	650
Imports from the U.S.	33	42	46	50

(Exchange rate used: 1 USD = LE 7.00. Values are in millions of U.S. Dollars. Figures listed are unofficial estimates.)

The healthcare sector is a resilient one and is the 12th largest industry in Egypt's diverse economy. Despite a growing GDP Egypt suffers from a low per capita income rate compared to its MENA counterparts. In 2012 Egypt's GDP per capita was approximately U.S. \$3,100, this is sub-par given Egypt's rank of 26th worldwide in terms of GDP. It is also worth noting that Egypt's wealth distribution is highly unbalanced and that per capita income does not necessarily reflect the spending power of the majority – it is estimated that 87% of households earn less than U.S. \$1,000 per month, while only 3% earn over U.S. \$2,000 per month. This means disposable income is generally low and makes unavoidable healthcare spending a serious expense for some. Nevertheless, the majority of Egyptian patients prefer to use private healthcare facilities despite being ranked some of the least affordable prices in the world, when disposable income is compared to cost. This may be one of the defining factors the new regime will attempt to alter.

Egypt's burgeoning population and its strain on the healthcare industry means that much of the technical equipment often needs replacing, and government pledges to improve healthcare have caused a recent boost in the purchase of medical devices. Similarly, the proliferation of privately-owned hospitals and clinics has seen the demand for high-tech medical equipment rocket in the last 10 years. It is estimated that the market for medical devices will be worth U.S. \$970 million by 2016 and this is almost wholly made up from imports.

In 2012 the Egyptian market for medical equipment and supplies was estimated to be U.S. \$842 million. The 2012-17 Compound Annual Growth Rate (CAGR) is projected at 10.3%. Egypt produces very little medical equipment, so the vast majority of the market is supplied by imports. Imports increased by 47% in the 12 months leading up to March 2012, reaching U.S. \$403.1 million. Since 2008 sales in medical devices increased by 25%, or at a compound average of 6.4% per year since 2008.

The medical devices market was estimated at approximately \$842 million in 2012 and is expected to reach U.S. \$1 billion by 2020 at a (CAGR) of 3.8%.



No international or multinational manufacturer of medical devices currently operates a production facility in Egypt and local production output is negligible, with just one Egyptian company producing a limited range of ultrasound scanners. Technical medical equipment such as radiography and ultrasound apparatus, vital statistic monitors, dialysis machines and laboratory microscopes are imported and distributed by a handful of companies who benefit from low import tariffs, the biggest of which, El Gomhoureya, is wholly owned by the government. Private healthcare providers are thus limited in choice and price and often choose to personally import the equipment they need, which according to customs laws must be brand new and unused to be brought into the country. This can be a slow and complicated process, yet it is pursued anyway as it is popular amongst Egyptian physicians to travel abroad for medical seminars and conferences where they are kept abreast of the latest technologies and they can acquire devices not offered by El Gomhoureya.

The Government of Egypt's ongoing Healthcare Reform Project, along with the increasing population of 82 million, are generating major demand for high-tech medical and healthcare items. The Ministry of Health is currently undertaking an ambitious plan to build new hospitals and renovate and refurbish existing medical facilities with new technologies and up-to-date equipment, especially in the rural, under-served areas. The public sector is expected to account for the majority of expenditure growth the next few years due to the Healthcare Reforms Project's target of achieving universal access to healthcare. The private sector's demand for sophisticated medical equipment is also growing.

#### **Sub-Sector Best Prospects**

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- Oncology and radiological equipment
- Laboratory and testing equipment
- Surgical and medical devices and supplies
- Software for hospital management/network
- Intensive care equipment

#### **Opportunities**

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Opportunities for U.S. exports to Egypt's medical equipment and services market are substantial and cut across the entire spectrum of medical-related activities and needs. In line with the country's reform efforts to upgrade the overall healthcare system, there are several opportunities for U.S. firms with business plans that can offer the following services:

- Construction, management, and rehabilitation of hospitals and rural healthcare facilities
- Emergency care (ambulatory) services
- Training programs for nurses and physicians
- Establishing quality control biological and laboratory centers
- Providing plans for regulator and accreditation body of quality standards for hospitals, laboratories, and healthcare institutions
- Providing training courses in FDA-drug classification for MOH officials

## Web Resources

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Commercial Service in Egypt: <http://www.export.gov/egypt/>

U.S. Embassy: <http://cairo.usembassy.gov/>

USAID: <http://www.usaid-eg.org/>

World Bank: <http://www.worldbank.org/>

American Chamber of Commerce in Egypt: <http://www.amcham.org.eg>

Egyptian Government Web Portal: <http://www.egypt.gov.eg/english/>

Ministry of Health & Population: <http://www.mohp.gov.eg/>

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## Port Shipbuilding Equipment

### Overview

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	2011	2012	2013 (estimated)	2014 (estimated)
Total Vessels Calls	20889	23000	24035	25117
Total TEU	6,363,962	6,600,000	6,800,000	6,950,000

Egypt's unique geographical position bordering the Mediterranean and Red Seas allows it to be a main world hub for international trade. Egypt has 15 commercial and 51 specialized ports (6 tourism, 15 petroleum, 9 mining and 21 fishing); six ports are on the Mediterranean and nine on the Red Sea. The four main ports include the multipurpose Alexandria Port, the largest in Egypt — handling over 60% of the country's foreign trade. Damietta Port is the leading Egyptian container handling port, with a handling capacity of 1.15 million twenty-foot equivalents (TEUs). The East Port Said Port serves as a regional transshipment hub for container traffic, while the Suez Port plays an important role in both cargo handling and Suez Canal transit operations.

The Egyptian government has focused on developing and upgrading ports to accommodate larger ships and to increase capacity and handling for a larger volume of trade. Offering storage, cargo handling, customs clearance and other import/export services, dry ports are an additional source of bridging the expected gap between port capacity and demand that is likely to arise from a projected 4.8% increase in import/export volume over the next 20 years. The six strategically located dry ports in Egypt (all accessible by road and one to be accessible by both road and rail) require enhancements to their service portfolios to become integrated logistics centers with efficient operations at lower costs.

### Sub-Sector Best Prospects

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- Stevedoring
- Warehousing
- Freight forwarding
- Container handling equipment
- Dredgers
- Container x-ray machines
- Cold storage and refrigeration equipment

### Opportunities

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- Development of East Port Said port to be the major hub in Mediterranean
- Multipurpose terminal in Alexandria port
- Dredging for Port Said West and Damietta ports
- Development and Upgrading of Sagafa mining port
- Development of Sinai Touristic Port

- Suez Canal Corridor project which includes the development of Suez Canal Area by establishing maritime services for vessels passing the canal (project under final planning)

## Web Resources

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Ministry of Transport <http://www.mot.gov.eg/>

Maritime Transport Sector <http://www.mts.gov.eg/>

General Authority for Investment and Free Zone <http://www.gafinet.org/>

Ministry of Investment <http://www.investment.gov.eg>

Central Agency for Public Mobilization and Statistics <http://www.capmas.gov.eg>

Egypt state information service <http://www.sis.gov.eg/En/Default.aspx>

American Chamber of Commerce in Egypt: <http://www.amcham.org.eg>

Egyptian Government Web Portal: <http://www.egypt.gov.eg/english/>

Contact for the Commercial Specialist in charge of the Port/Shipbuilding sector:

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## Renewable Energy Equipment

### Overview

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#### Wind & Solar Statistics

Item	2010	2011	2012
Installed Capacity (MW)	490	687	687
Generated Energy (GWh)	1133	1704	2004

Egypt has the natural resources to become a major renewable energy producer, and the equipment market here is potentially worth several billion dollars. In 2008 the Egyptian Supreme Energy Council approved the Egyptian Renewable Energy National Strategy to satisfy 20% of the generated electricity by 2020 using renewable energies (Wind 12%, Hydro power 5.8%, and Solar 2.2%),

Egypt has large deserts and abundant land mass, only 7% of which is heavily populated. These areas are well suited to host renewable energy projects to increase the country's share of renewable energy as well as to export excess energy. The Egyptian national grid is extensive, providing over 99% of the population with modern electric energy services. Currently, grid connected renewable energy projects in Egypt enjoy the right of access.

New & Renewable Energy Authority (NREA) is playing a more strategic role with its recent activities. It has currently about 500 MW wind power plants in operation or under construction, and is expected to contribute substantially to the rapid expansion of wind power capacity. There are also three privately owned independent power producers (IPPs) with total generation capacity of about 2,049 MW, which started operations in 2002-2003 under 20-year long power purchase agreements with the EEHC.

#### Wind Energy

The GOE is planning to provide 12% of generated electricity (7200MW) via wind energy by 2020. Egypt enjoys an excellent wind regime, particularly along the Suez Gulf where the average wind speed reaches about 10.5 m/sec. Since 2001, a series of large scale wind farms were established with total capacity of 550 MW in cooperation with Germany (KFW), Denmark (DANIDA), Spain and Japan (JICA), under construction 540 MW at Gulf of Suez, in financing phase 580 MW at Gulf of Suez and a feasibility study phase for 200 MW at West Nile.

Recently, the GOE allocated an area of about 7845 km<sup>2</sup> on the Gulf of Suez region and the Nile Banks for NREA for implementing wind energy projects.

#### Solar Energy

The Solar Atlas was recently issued and indicated that Egypt is considered as one of the Sun Belt countries where it is endowed with high intensity of direct solar radiation ranging between 2000-32000 Kwh/m<sup>2</sup>/year from North to South, the sunshine duration ranges between 9-11 hr/day.

In 2011 the commercial operation of the first Solar Thermal Power Plant at Kuraymat was concluded. The power plant has a total installed capacity of 140MW with solar share of 20MWm based on parabolic trough technology integrated with combined cycle power plant using natural gas as a fuel. The power plant is financed by the Global Environmental Facility (GEF), and the Japanese Bank for International Development.

#### Sub-Sector Best Prospects

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- Wind Energy
- Solar Energy

#### Opportunities

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In 2012, GOE approved the Egyptian Solar plan, which includes adding 3500MW (2800 MW CSP and 700 MW PV) of solar energy by 2027. Currently, the GOE is also studying a mega project to build and operate the “Valley of Renewables” project in the south of Egypt to produce around 5 GW of solar energy.

#### Renewable Power Projects Plan 2012-2017

Governmental Projects		
Project Site	Capacity (MW)	Estimated Operation Date
<b><u>Wind</u></b>		
Gulf of Suez (under construction)	200	4/2014
Gulf of Suez (under construction)	220	2014/2015
Gulf of Suez (under construction)	120	2014/2015
Gulf of Suez	180	2014/2015
Gulf of Suez	200	2014/2015
Gulf of Suez	200	2014/2015
Gulf of Suez	200	2015/2016
<b><u>Solar thermal power</u></b>	100	2016/2017
Kom Ombo		
<b><u>Photo Voltaic</u></b>	20	2015/2016
PV Hurghada	20	2016/2017
PV Kom Ombo		
<b><u>Hydropower</u></b>	32	2015/2016
Assiut (under construction)		

Private Sector Projects		
Project Site	Capacity (MW)	Estimated Operation Date
<b><u>Wind</u></b>		
Gulf of Suez (IPP)	120	2013/2014
Gulf of Suez (BOO)	250	2013/2014
Gulf of Suez (BOO)	500	2014/2015

Gulf of Suez (BOO)	500	2015/2016
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Egypt is also considering financing options to conduct feasibility studies for the following projects:

- Solar-thermal power plant using CSP technology for both electricity generation and water desalination.
- Solar-thermal power plant for various industrial purposes.
- Designing a technical-financial mechanism to promote for using solar water heaters in residential sector in Egypt.
- Local manufacturing of renewable energy equipment.

## Web Resources

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Commercial Service in Egypt: <http://export.gov/egypt/index.asp>

U.S. Embassy: <http://cairo.usembassy.gov>

Ministry of Electricity and Energy <http://www.moeegov.gov.eg/>

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Egyptian Electricity Holding Co. <http://www.egelec.com/>

Egyptian Electricity Transmission Co. <http://www.eetc.net.eg/>

Ministry of Investment <http://www.investment.gov.eg>

General Authority for Investment and Free Zones: <http://www.gafinet.org/>

Egypt state information service <http://www.sis.gov.eg/En/Default.aspx>

American Chamber of Commerce in Egypt: <http://www.amcham.org.eg>

Egyptian Government Web Portal: <http://www.egypt.gov.eg/english/>

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## Security and Safety Equipment

### Overview

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Unit: USD million

	2011	2012	2013 (estimated)	2014 (estimated)
Total Imports	265	278	305	335
Imports from the U.S.	80	84	88	95

The Egyptian Safety and Security market is stable and demand is expected to increase significantly over the next few years. Buyers are generally government entities such as the Ministry of Interior, the Ministry of Defense, and the Intelligence Department. The Egyptian government has set an objective to dramatically enhance its safety measures, which will require security upgrades of all the airports, seaports, and public facilities.

The Egyptian market is in need of specialized companies working in the field of security and other related business with the most up-to-date security technology available.

The Ministry of Interior is doing its best to create new horizons for investment in security technology within the Egyptian market to establish advanced industries in this field. Police agencies have the primary goal of keeping abreast of the latest innovations and strive to be familiar with the various companies and corporations working in the field. Companies with a reputation for cutting-edge technologies will have an advantage here.

Although Egypt has always been a price sensitive market, quality is also an important factor, particularly in this field. Because of the quality consideration, the main suppliers to the market are from advanced countries: mainly Japan, USA, UK, Germany, Italy and France.

### Sub-Sector Best Prospects

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The main products needed are:

- Search and rescue equipment
- Access control & alarm systems
- CCTV and electronic surveillance equipment
- Walk through and handheld metal detectors
- Firefighting equipment & detecting systems
- Border and perimeter control
- Bomb detection equipment
- Uniforms, Protective apparel & Accessories (industrial)
- X-ray equipment

### Opportunities

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#### Market Demand

The Egyptian market has always been receptive to U.S. safety and security products especially for walk-through metal detectors, handheld detectors and surveillance



C.C.T.V. systems. Shops, stores, schools and small companies do not generally rely on security equipment. In some cases, safety equipment may be procured, but most commercial entities are not obliged to install safety and security equipment. However, governmental, industrial, and touristic entities are legally obliged to install certain security systems.

The Egyptian security market has a special nature requiring expertise from within as well as advanced awareness of the global market. Successful key players have enhanced working knowledge of the government and its bureaucratic regulations. Although plans for security upgrades exist, these plans are not always carried out regularly due to changes in the Cabinet and other government officials.

### **Market Data**

There are various ways for handling security products according to the place, sensitivity, nature of the target, security level needed, funding available, size of the project, rules and conditions for license, and other factors. Generally, small projects with low to medium sensitivity levels refer to small in-country offices and proceed to make direct procurement orders. However, large projects with high sensitivity levels may require more supervision in the designing process with cooperation from specialists in the Ministry of Interior, Intelligence Departments, Ministry of Defense, and others. These product components, of the security systems, are obtained from the local market using direct procurement or a bidding process or can be obtained completely by an open request (RFQ) from the abroad.

Defense industry environment in Egypt: The amount of funds budgeted for defense purpose is not released by the GOE. However, various publications have placed defense expenditures at approximately USD 3 billion per year. The U.S. provides USD 1.3 billion annually to the Egyptian military in the form of Foreign Military Financing (FMF) grants. The Ministry of Defense in Egypt uses FMF grant money to procure its needs through Government to Government.

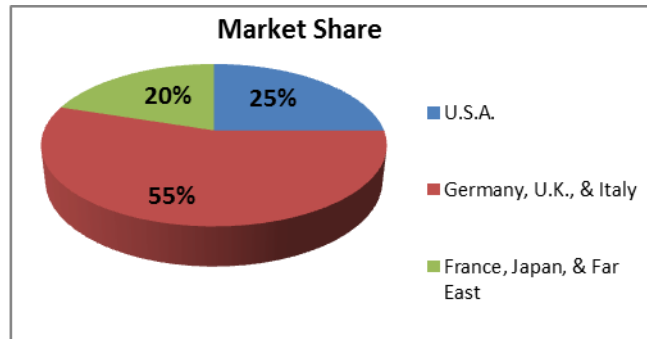
Modern advances in electronics and miniaturization have led to the wide availability of small, cheap and effective surveillance devices, as well as surveillance detectors. However, sales of all such equipment are restricted to the Egyptian government. In most cases, purchases of this type of equipment should be made by direct order to the foreign source and the Egyptian agent will only provide an introduction to the appropriate officials in the Egyptian government.

In Egypt, U.S. safety and security equipment manufacturers will find the best opportunities in the sales of metal detectors, both walk-through and hand held; stethoscopes; desk-top X-ray equipment; letter and parcel bomb detectors; bug detectors; electronic victim search equipment and anti-theft sensing equipment.

### **Competition**

The U.S. is very well known as having state-of-the art technology, particularly in x-ray inspection machines and walk-through metal detectors. Sometimes European companies offer similar technologies without the need for an export license, which impacts the American reputation. During the past two years U.S. companies have faced challenges to obtain an export license for products sold to Egypt, which has led to a slight decrease in the market share. Agents and distributors are better positioned to deal

with both public and private sector concerns because they have a local reputation for being efficient. Moreover, agents can coordinate all transactions with the buyer, including after-sales service, and are committed to finalizing the transaction to the customer's satisfaction.



German, British and Italian suppliers have captured nearly 55% of the market share in the sale of complete lines of equipment in Egypt. This is attributable to the fact that they operate through Egyptian agents, instead of trying to operate on their own. The remaining of 20 % is distributed among Japan, France and the Far East. The U.S. market share is about 25% (non-governmental)

The overall imports are estimated at about \$265 million in 2011. Accordingly, there is an expected annual increase of about 10% to 15%. This is mainly due to heightened security awareness. Government and private sector are reevaluating and upgrading security systems and technologies at all sites.

There are numerous competitive factors. Some of the most vital factors include technological advancement, high quality, and after sale services (low-cost maintenance). U.S. products have a critical price advantage over European products. However, the lengthy procedures in obtaining an export license are a disadvantage especially given that the license is not guaranteed. Currently, the US dollar maintains a better exchange over the Euro for Egyptian importers.

### **Prospective Buyers**

There are three different sectors of end-users which consist of governmental, industrial and commercial. Within the governmental sector, the Ministry of Interior and Ministry of Defense maintain the highest purchasing capacity.

Secondly, the industrial sector includes oil & gas companies, chemical plants, manufacturing plants, ports and real estate contractors. According to the Ministry of Housing & Urban Development all these factories are required to install fire sensing and detection equipment, fire alarm systems and extinguishing equipment.

In addition all commercial entities are legally obliged to install safety products. Some of the main commercial entities include hotels, museums, banks, malls, hospitals, theaters, cinemas, & operas, schools & universities, and entertainment & conferencing facilities.

The market for security sensing and detection equipment is growing in Egypt, as both the Egyptian public and private sectors realize that such equipment enables them to

combat security threats more effectively. As a result, prospects for future sales of high quality U.S. safety and security products, particularly sensing and detection equipment, are positive.

#### **Web Resources**

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Commercial Service in Egypt: <http://www.export.gov/egypt/>

U.S. Embassy: <http://cairo.usembassy.gov/>

American Chamber of Commerce in Egypt: <http://www.amcham.org.eg/>

Ministry of Interior: <http://www.moiegypt.gov.eg/>

Ministry of Defense & Military Production: <http://www.mmc.gov.eg/>

Ministry of Military Production: <http://www.momp.gov.eg/>

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## Telecommunications Equipment

### Overview

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Unit: USD thousands

	2011	2012	2013 (estimated)	2014 (estimated)
Total Market Size	8800000	9328000	1100000	1200000
Total Local Production	0	0	0	0
Total Exports	0	0	0	0
Total Imports	NA	NA	NA	NA
Imports from the U.S.	50799	100066	105069	110322
Exchange Rate: 1 USD	LE5.9	LE6.00	LE7	LE7

Sources: Ministry of Planning, ITIDA, UN Comtrade, Industry sources, US Census Bureau, and estimates

The Information and Communications sector grew annually at about 15% prior to the January 2011 events, followed by a slow growth of 6% for the period 2011/12, a 3.2% contribution to the National GDP. It is estimated that the market will regain its strength in 2013/14 and grow at a rate of 10%, reaching the size of \$14 billion, of which \$11 billion will represent the telecommunications market. The latter is a well-developed and rapidly growing sector with 96 million total mobile subscribers (116.94 % penetration rate), in the three GSM operators Mobinil, Vodafone Egypt, and Etisalat as of the end of 2012. The number of fixed line subscribers reached 8.56 million, Internet users 32.62 million, ADSL subscribers 2.24 million, and mobile broadband subscribers 11.06 million, all for the same period January-December 2012.

### Sub-Sector Best Prospects

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- Huge Data Centers and Cloud Computing Farms
- Broadband
- Mobile and open-source applications
- Adoption of Innovative Technology-based Services (Education of the 21st Century, & Mobile Health services)
- Consulting and software opportunities for migrating legacy ICT systems
- Modern methods for data storage and management (efficiency and security)
- Cyber Security

### Opportunities

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The Ministry of Communications and Information Technology (MCIT) recently announced Egypt's National ICT Strategy for 2013-2017. The main objectives in the strategy are to attract foreign investments, create jobs, and establish Egypt as an ICT hub in North Africa.

The strategy is divided into two phases: Phase I for the period 2013-2014 would focus on the implementation of a mobile money transfer service, and the Communications Unified License opening up fixed and mobile services to all licensed telecom operators by July 2013. Under Phase I, MCIT plans to invest \$2.8 million in developing Egypt's fixed and mobile broadband infrastructures and up to \$42.7 million in manufacturing tablets, and create 50,000 new jobs.

During the second phase 2013-2017, MCIT's plan is to expand Egypt's outsourcings capabilities and generate FDI in the sector. The telecommunications sector represents opportunities in the National Broadband Initiative, the Unified License, and the Digital Dividend. In Information Technology, opportunities exist in joint venture between the government and the private sector for major government projects such as the national subsidy, education, health, tourism, justice, and others on a Public Private Partnership (PPP) revenue sharing models. MCIT is developing and expanding new technology parks in Maadi, Ismailia, Assiut, Mansoura, and Aswan where a number of business opportunities in infrastructure and fiber optic cable could exist.

## Web Resources

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Ministry of Communications and Information Technology: <http://www.mcit.gov.eg/>  
Telecom Egypt: <http://www.telecomegypt.com.eg/home-en.asp>  
National Telecommunication Regulatory Authority: <http://ntra.gov.eg/emisr/index.aspx>  
Information Technology Industry Development Agency: <http://www.itida.gov.eg/>  
MobiNil: <http://www.mobinil.com/>  
Vodafone: <http://www.vodafone.com/>  
Etisalat: <http://etisalat.com.eg/>  
NAB Show <http://www.nabshow.com/>  
CES Show: <http://www.cesweb.org/>  
Cairo ICT Show <http://www.cairoict.com/>

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## Water Equipment Resources and Services

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Despite the presence of the Nile River which spans the entire length of Egypt from South to North, Egypt has suffered from water scarcity problems in recent years. The Government of Egypt has launched a number of awareness campaigns to educate Egyptians concerning best practices for developing networks to ensure effective and responsible water distribution and usage. There is currently an urgent need to expand networks of wastewater management to a huge number of rural areas throughout Egypt. The table below shows data on the development and construction of various networks throughout Egypt over the last eight years, comparing 2005 and 2013 figures.

Year	2005	2013
Service Region	12	27
Number of Subsidiary Companies	14	25
Water Service Coverage (millions)	2.5 mil. No coverage 7.5 mil. Rotation system 15 mil. Unacceptable Service	98%
Wastewater Service Coverage	40%	50% 90% Urban 10% Rural
Water Production (annual average)	18 million m <sup>3</sup> /day	22.8 million m <sup>3</sup> /day (max = 25 mil & min = 21 mil) m <sup>3</sup> /day
Number of Water Treatment Plants	1005 Plants	2961 Plants
Number of Wastewater Treatment Plants	149 plants	372 plants
Water Distribution Networks	74,000 km	144,000 km
Wastewater Collection Networks	28,000 km	38,000 km

TABLE SOURCE: Holding Company for Water and Wastewater.

In 2004 the Government of Egypt established the public sector Holding Company for Drinking Water and Wastewater, which unified the various public sector Companies for Drinking Water and Sanitation and other water and wastewater companies across Egypt. According to the Presidential Decree that created the Holding Company, the company's mission is to purify, desalinate, distribute, and sell drinking water; and to collect, treat, and safely dispose of wastewater. The Holding Company also has been responsible for plans to extend drinking water to deprived villages, and to improve the maintenance, replacement, and renovation of drinking and wastewater collection systems.

In 2012, in an effort to restructure the Drinking Water and Wastewater sector, the Government of Egypt established a new Ministry of Potable Water and Sanitary, in addition to the already existing Holding Company for Drinking Water and Wastewater.

The Egyptian government practices a revenue generating method to raise funds for new sewage networks and potable water stations. The government plans to expand services

in Upper Egypt and rural areas to reach the low – middle class population. The Government of Egypt has multiple projects planned through the Private Public Partnership (PPP) model, including the Abu Rawash Water Plant and the 6<sup>th</sup> of October Plant.

The Egyptian Military Commercial Unit is active in the water sector, and builds some of the Holding Company's plants. The military also plays an active role in the desalination and reverse osmosis plants in areas close to the Mediterranean and Red Sea.

The World Bank continues to finance major projects that provide potable water to areas that still are not connected to the networks. U.S. businesses have a competitive advantage in these projects, because of the advanced technology they offer.

The U.S. share of Egypt's water equipment and services market is estimated at approximately 20%.

### **Sub-Sector Best Prospects**

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- Sanitary wastewater projects
- Composting programs
- Water and sludge treatment projects, filters and services
- Reverse osmosis
- Water desalination
- Water plants designing

### **Opportunities**

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According to the Holding Company for Water and Wastewater, there is a strong need in the following areas:

- Project design and construction of water treatment plants ranging in size depending on the population of the governorate.
- Project design and construction of desalinization plants.
- Water and waste water treatment equipment and technology.

Egypt is interested in updating its technology in the water sector in areas such as water desalination, reverse osmosis, and design and construction of new water plants in rural areas. Opportunities exist for U.S. companies in the fields of water resources consulting and the supply of water pumps and filtration equipment and devices.

The World Bank's ongoing Integrated Sanitation and Sewage Infrastructure Project, scheduled to be concluded at the end of 2013, covers a number of Egyptian governorates. The allocated budget for this project is US\$ 300 million.

### **Web Resources**

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Commercial Service in Egypt: <http://export.gov/egypt>

U.S. Embassy: <http://egypt.usembassy.gov/>

USAID: <http://www.usaid-eg.org/>

World Bank: <http://www.worldbank.org/>

Egyptian Government Web Portal: <http://www.egypt.gov.eg/english/>

Ministry of State for Environmental Affairs: <http://www.eeaa.gov.eg/>

Holding Company for Water: <http://www.hcww.com.eg>

Contact for the Commercial Specialist in charge of the Water Resources Sector:

Rania Mekhail, [Rania.Mekhail@trade.gov](mailto:Rania.Mekhail@trade.gov)



**DAIRY**

Unit: USD millions

	2011	2012	2013 (estimated)	2014 (estimated)
Total Market Size	649.4	754.4	878.4	1,105.4
Total Local Production	1.4	1.4	1.4	1.4
Total Exports	513	396	425	475
Total Imports	648	753	874	1,104
Imports from the U.S.	95	79.4	80	85
Exchange Rate: 1 USD				

Total Market Size = (Total Local Production + Total Imports) – (Total Exports)

Data Sources:

Total Local Production: UN/FAO Statistics

Total Exports: World Trade Atlas

Total Imports: World Trade Atlas

Imports from U.S.: World Trade Atlas

**RED MEATS**

Unit: USD millions

	2011	2012	2013 (estimated)	2014 (estimated)
Total Market Size	529	510	510	510
Total Local Production	312	280	285	285
Total Exports	0	0	0	0
Total Imports	217	230	225	225
Imports from the U.S.	235	217	217	230
Exchange Rate: 1 USD				

Total Market Size = (Total Local Production + Total Imports) – (Total Exports)

Data Sources:

Total Local Production: FAS Livestock and Products Annual Report 2012

Total Exports: FAS Livestock and Products Annual Report 2012

Total Imports: FAS Livestock and Products Annual Report 2012

Imports from U.S.: BICO Trade Database

**TREE NUTS**

Unit: USD millions

	2011	2012	2013 (estimated)	2014 (estimated)
Total Market Size	52.7	106	125	135
Total Local Production	0	0	0	0
Total Exports	1.1	1.1	1.2	1.3
Total Imports	52.7	106	125	135
Imports from the U.S.	24.7	28.1	30	34
Exchange Rate: 1 USD				

Total Market Size = (Total Local Production + Total Imports) – (Total Exports)

Data Sources:

Total Local Production: N/A  
Total Exports: World Trade Atlas  
Total Imports: World Trade Atlas  
Imports from U.S.: World Trade Atlas

**General Agricultural Trade:** U.S. food and agricultural exports to Egypt in CY 2012 reached \$1.8 billion, down \$700 million or 28 percent compared to CY 2011's exports of \$2.5 billion. With Russia and Ukraine back in the market in 2012, the hardest hit bulk commodities have been coarse grains (corn) and wheat. U.S. exports of corn have plummeted from \$706 million in CY 2011 to barely \$61 million in CY 2012, representing a loss of roughly \$645 million or about 92 percent. Similarly U.S. wheat exports have fallen by \$580 million or nearly 72 percent from \$808 million in CY 2011 to only about 228 million in CY 2012. However, imports of U.S.-origin soybeans hit a record high of \$738 million, up by \$438 million or nearly 146 percent. Similarly U.S. soybean meal imports at \$212 million in CY 2012 are up almost \$167 million or up over 366 percent compared to CY 2011. In 2012, Egypt imported some \$16.2 billion in food and agricultural products, an amount essentially unchanged from the preceding year's import values.

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## Chapter 5: Trade Regulations, Customs and Standards

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### Import Tariffs

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Since 2004, the Government of Egypt has significantly reduced import tariffs resulting in an average weighted tariff of 5.5 percent down from 14.6 percent. Tariffs on the vast majority of goods entering Egypt are below 15 percent. Vehicles, alcohol, and tobacco are the only items on which tariffs are still 40 percent or greater. Passenger cars with engines under 1,600 cc are taxed at 40 percent; cars with engines over 1,600 cc at 135 percent. In addition, cars with engines over 2,000 cc are subject to an escalating sales tax of up to 45 percent. Clothing also faces relatively high tariffs, although the rate was reduced from 40 percent to 30 percent in 2007.

Despite this trend, in March 2013 the government issued a decree increasing from 5% to 40% the tariff to imports of over 100 “non-essential” and luxury goods including sunglasses, watches, video games, shrimp, fireworks and boats. Additionally, a 5% rise in the existing customs tariff imposed on luxury items was decreed.

Egypt’s import tariffs on most U.S. food and agricultural products are 5 percent or less. Poultry meat (30 percent), fresh apples (20 percent), and other U.S.-origin processed and high-value products face higher tariff rates compared to imports from the European Union. U.S.-origin products (i.e., wheat, poultry parts and offal, beef and beef products, seed potatoes, cotton, and feather meal) continue to confront sanitary and phyto-sanitary, and technical barriers to trade. There is a 300 percent duty on wine for use in hotels, plus a 40 percent sales tax. The tariff for alcoholic beverages ranges from 1200 percent to 3000 percent. Egypt produces several brands of beer and wine for their domestic and tourism markets.

For more information visit the FAS website at [www.fas.usda.gov](http://www.fas.usda.gov) and read the “**Trade Policy Monitoring Report**” for Egypt.

### Trade Barriers

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Egypt has a complex array of sanitary and phytosanitary (SPS) measures and quality standards regulating its food imports. Inspection and testing procedures are often non-transparent. Its SPS and TBT measures are frequently non-WTO compliant and impede market access. U.S. wheat, poultry parts and offal, cotton, beef and beef products, seed potatoes, and feather meal exports are impacted.

## **SERVICES BARRIERS**

### **General Agreement on Trade in Services (GATS) Commitments**

Egypt restricts foreign equity in construction and transport services to 49 percent. In the computer services sector, larger contributions of foreign equity may be permitted, such as when the Ministry of Communication and Information Technology determines that such services are an integral part of a larger business model and will benefit the country. Egypt restricts companies from employing non-nationals for more than 10 percent of their workforce. Limitations on foreign management also apply to computer-related services (60 percent of top-level management must be Egyptian after three years from the start-up date of the venture). A prohibition on the acquisition of land by foreigners for commercial purposes was amended in 2002 to allow such acquisition under certain circumstances.

### **Insurance**

Foreign firms may own up to 100 percent of Egyptian private insurance firms. Investors acquiring more than a 10 percent stake in an insurance company require approval from the Egyptian Financial Supervisory authority (EFSA) established in 2009 and replaced the Egyptian Insurance Supervisory Authority. EFSA still abides with law 118/2008 making it autonomous and strengthens its role from administrative regulator to a risk-based and market-sensitive regulator. The amendment also allows foreign property insurance brokers to do business in Egypt for the first time. In an attempt to create a self-regulatory body, the amendment creates a “Union of Insurance Companies” which all companies must join. The union will issue professional standards and have the power to discipline its members. Another key change was the abolition of the “Higher Council for Insurance” which was an unnecessary bureaucratic layer and overburdened the regulatory framework. Other changes include raising the required minimum issued capital for insurance companies to LE60 million (US\$8.6 million) instead of LE30 million (US\$4.3 million).

### **Banking**

No foreign bank (or Egyptian) seeking to establish a new bank in Egypt has been able to obtain a license in the past 20 years, and in November 2009, the Central Bank Governor reaffirmed that no new banks would be given licenses.

Since banking reform began in 2004, the government has divested itself from many joint venture banks, and privatized the fully government-owned Bank of Alexandria in 2006. However, efforts to restructure the remaining three state-owned banks have been mixed, and the Central Bank rejected privatization for the three banks in 2009 on the grounds that market conditions were not right. The three remaining state-owned banks still control at least 40 percent of the banking sector's total assets. The banking reforms in

the past five years have succeeded in significantly reducing the share of non-performing loans.

In 2010, the Central Bank relaxed a requirement of 100 percent foreign exchange cover for Letters of Credit issued for the purchase of agricultural and food products, reducing the requirement to 50 percent. In reaction to high meat and poultry prices, the requirement was removed for these products.

## **Telecommunications**

Telecom Egypt continues to hold a de facto monopoly on the fixed line network. Despite Egypt's WTO commitments to issue additional licenses, the National Telecommunications Regulatory Authority (NTRA) postponed a plan to issue a second license in mid-2008, citing a lack of interest in the international markets for fixed-line service. However, in October 2010, the NTRA issued two new licenses for "triple play" services of data, voice, and video to consumers. There is more competition in the mobile phone sector in Egypt with three private companies – Mobinil, Vodafone, and Etisalat – serving the market.

## **Transportation**

The government is liberalizing maritime and air transportation services. The government's monopoly on maritime transport ended with the passage of Law 1 of 1998, and the private sector now conducts most maritime activities including loading, supplying, ship repair, and, increasingly, container handling. GOE has 15 commercial ports and 44 specialized ports. In 2009 the Egyptian commercial ports handled 6.5 million TEU, 2.6 million tourists and 134 million tons cargo. The Port of Alexandria now handles about 60 percent of Egypt's trade. Renovations of the Port of Alexandria, at a cost of about LE 750 million (\$138 million) have increased handling capacity to 50 million tons per year, up from 32 million tons per year in 2004. The renovations included construction of deeper quays to receive larger vessels; re-design of storage areas, warehouses, and associated infrastructure; installation of new fiber optic cables for data transmission; installation of a more automated cargo management system; and renovation of the passenger cruise ship terminal. These renovations have resulted in a smoother flow of goods and services and have, combined with reforms in the Customs Authority, produced a sharp decrease in customs clearance times to about 3-5 days at present for the Port of Alexandria, and just one day at the Port of Ain Sukhna. However, when shipments are required to be approved by the General Organization for Import and Export Control (GOIEC), customs clearance may take between 2 to 20 days, depending on cargo type. Port Said East port handles most of the transshipment containers, in 2009 the port handled 2.6 million TEU, In 2011 Adabiya Marine Management Co had a BOT concession to run Adabiya port for 25 years, currently the port is under construction and will operate as a dry bulk port.

Egypt and the United States concluded an Air Transport Agreement in 1964, and the countries have modified the agreement only twice since then, adding a security article in 1991, and in 1997 adding an amended route schedule, a limited agreement on cooperative marketing arrangements, and a safety article. The agreement remains restrictive and has no provisions on charter services. In the past, private and foreign air carriers have not been able to operate charter flights to and from Cairo without the approval of the national carrier, Egypt Air. The United States remains interested in

replacing the restrictive 1964 agreement with an Open Skies air services agreement. Egypt Air joined the Star Alliance in July of 2008 and has entered into a code share agreement with United Airlines and operates the only direct link to the U.S. between Cairo International Airport and New York's John F. Kennedy Airport.

### **Courier and Express Delivery Services**

Private courier and express delivery service suppliers seeking to operate in Egypt must receive special authorization from the Egyptian National Postal Organization (ENPO). In addition, although express delivery services constitute a separate for-profit, premium delivery market, private express operators are required to pay ENPO a "postal agency fee" of 10 percent of annual revenue from shipments under 20 kilograms. In 2010, ENPO requested private courier and express delivery services to pay a fee of LE 5 (\$0.83) on each imported consignment under 20 kilograms.

### **Other Services Barriers**

Egypt maintains several other barriers to the provision of certain services by U.S. and other foreign firms. Foreign motion pictures are subject to a screen quota, and distributors may import only five prints of any foreign film. According to the Egyptian labor law, foreigners cannot be employed as export and import customs clearance officers, or as tourist guides.

### **INVESTMENT BARRIERS**

Under the 1986 United States-Egypt Bilateral Investment Treaty (BIT), Egypt is committed to maintaining an open investment regime. The BIT requires Egypt to accord national and Most-Favored Nation (MFN) treatment (with certain exceptions) to U.S. investors, to allow investors to make financial transfers freely and promptly, and to adhere to international standards for expropriation and compensation. The BIT also provides outlines for binding international arbitration of certain disputes.

Based on a review of Egypt's investment policies, the OECD has invited Egypt to adhere to the OECD Declaration on International Investment and Multinational Enterprises. Egypt signed the Declaration in 2007, becoming the first Arab and first African country to join. During this process, Egypt agreed to review the restrictions on investors identified in the OECD's 2007 Investment Policy Review of Egypt, such as certain limits in the tourism sector.

### **ANTICOMPETITIVE PRACTICES**

Under Egyptian competition law, a company holding 25 percent or more market share of a given sector may be subject to investigation if suspected of certain illegal or unfair market practices. The law is implemented by the Egyptian Competition Authority, which reports to the Minister of Trade and Industry. However, the law does not apply to utilities and infrastructure projects, which are regulated by other governmental entities.

In June 2008, Law 3/2005 on Protection of Competition and Prohibition of Monopolistic Practices was amended and passed by the People's Assembly under Law 190/2008. The amendment sets the minimum fine for monopolistic business practices at LE 100,000 (US\$14,320) and the maximum at LE 300 million (US\$42.9 million). It also

provides for doubling the penalty in cases where violations are repeated. The first trial under both new laws involved a cement cartel, which was convicted in 2008 and given a fine of LE200 million (US\$28.6 million), which was upheld on appeal.

## OTHER BARRIERS

### Pharmaceutical Price Controls

About 85 percent of active pharmaceutical ingredients in Egypt are imported. In 2004, the government reduced customs duties on most imports of pharmaceutical inputs and products from 10 percent to 2 percent. In that same year, the MoHP lifted restrictions on exporting pharmaceuticals to encourage pharmaceutical investment and exports.

In 2009, the Ministry of Health and Population (MoHP) issued Decree 373 to replace Egypt's "cost-plus" system of pharmaceutical pricing with a new system that would set the price of brand-name drugs in Egypt 10% lower than the lowest international sales price for the drug. The decree also sets the price ceiling for generic drugs at 60-70% the amount of the brand-name drug, which is higher than the average sales price for generics in Egypt. The decree, however, was halted from taking effect by an April 2010 administrative court ruling. In November 2011, the court upheld the implementation of the new decree. Currently pharmaceutical companies are attempting to compromise with MoHP to come up with an agreement palatable to all parties. Drug shortages are currently observed in the Egyptian pharmaceutical market. MoHP has created a committee to report on this issue and to directly communicate with the population to address their concerns

### Import Requirements and Documentation

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For an imported shipment to be accepted at Customs in Egypt, the shipment must have the following documents:

- **Commercial Invoice**- Two copies plus the original document are required. Legalization by the Egyptian consulate in the country of origin is required in most cases.
- **Certificate of Origin**- Two copies plus the original document are required. The Certificate of Origin must be authenticated by the Egyptian consulate in the country of origin. Natural products are considered to originate in the country where the goods are extracted. The Certificate of Origin must bear a statement that the information given is true and correct to the best of the shipper's knowledge.
- **Packing List**- packing list may be required by the consignee and is recommended in most cases.
- **Bill of Lading**- the number of bills of lading required depends upon the carrier. There are no regulations specifying the form or number of bills of lading required for shipment. A bill of lading must show the name of the shipper, the address and the number of bills of lading issued.
- **Pro Forma Invoice**- this is an invoice required by the importer for submission along with the import license. It must show the country where the goods were manufactured.

- **Letter of Credit-** The Central Bank of Egypt in March 1999 advised all banks operating in Egypt that L/Cs must be covered 100% in cash by the importer, except in importing some food items. This replaced the previous procedure whereby banks and their clients reached their own agreements and covered, usually 10-20% of L/C's value. In general, the exporter may not ship the goods before the Egyptian bank has notified the opening of a L/C. If the goods are shipped before the L/C is opened, the importer runs the risk of being fined up to a maximum of the value of the goods. If the importer does not bear the cost, then the exporter will have lost the value of such a shipment, and in the case of products with a shelf-life, the delay at the customs can mean that even if the exporter (e.g. a U.S. company) wanted to take back the shipment, it's no longer of any use.
- **Content Analysis of the Commodity-** Required for those products that may be subject to standards testing.

#### MINISTERIAL DECREE 619 OF 1998 - CERTIFICATION OF ORIGIN

Ministerial decrees over the past years have had an impact on U.S. trade with Egypt. Ministerial Decree 619 of 1998 required imports to be accompanied by a certification of origin and stipulated that consumer goods (durable and non-durable) be shipped directly from the country of origin. Decree 619 subsequently was adjusted in late 1999 to allow the shipment of imported consumer goods from the main branches of the producing company and its distribution centers. Regulations also were implemented to facilitate the ability of firms to meet the requirement for a certificate of origin. This requirement can now be fulfilled with a company invoice noting the country of origin and bearing the endorsement of an Egyptian overseas commercial office. Since May 1999, the Central Bank of Egypt has required 100% coverage for credit lines opened for goods imported by traders for resale purposes.

Egypt no longer requires import licenses for most products, although licenses are still required for some items, such as animal products.

#### U.S. Export Controls

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Egypt is not subject to special sanctions (such as those imposed on Sudan and Iran). Nevertheless, there are three aspects of U.S. export control regulations that should be considered in doing business with Egypt.

First, the U.S. has stringent anti-boycott regulations. American companies may not aid or abet the boycott against Israel that the Arab League has had on the books for years. For instance, American companies are not allowed to certify that their products do not come from Israel. If there appears to be any request that might be in support of boycotts, companies should contact the Bureau of Industry and Security (BIS) in the U.S. Department of Commerce at <http://www.bis.doc.gov/index.htm>.

Second, there are numerous companies and individuals that have been blacklisted by the U.S. Government as a result of past violations of export regulations. The BIS has a Denied Persons List and the Office of Foreign Assets Control has a Specially Designated Nationals List. Both of these lists can be checked online to ensure that the prospective business partner has not been blacklisted.



Third, individual items may require specific export licenses. In principle all exports require a license, though in practice the vast majority of our exports fall under a so-called general license that allows export without getting permission from the BIS. For a number of items, a specific license is required. These include products whose high-tech nature implies that export may involve a national security risk.

Again, contacting BIS will enable an exporter to determine whether or not specific items require a license. If a specific license is required, one of the considerations will be the reliability of the end-user. Government agencies and companies with a solid business reputation are more likely to be granted a license.

## **Temporary Entry**

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In general, Egyptian customs allows for commercial samples and temporary imports for display purposes at officially recognized exhibitions or for sales promotion activities to enter the country duty free, with the exception of goods that are cited on the list of prohibited imports. Certain conditions do apply, however.

Medical samples must comply with the rules for the importation of pharmaceuticals, and samples of foodstuffs must comply with the relevant health regulations.

In certain cases, goods imported on a temporary basis may be disposed of or sold in Egypt upon payment of the appropriate customs duty plus an extra tax of 10% per month after clearing customs.

On re-exportation of goods imported under temporary import regulations, companies should ensure that correct documentation and return of the letter of guarantee is obtained from Egyptian Customs in order to avoid claims against the company at a later stage.

Printed advertising materials, such as catalogs, posters, or films, may also be imported duty free in small quantities.

## **Drawback System**

Exporters may also take advantage of the drawback system. This procedure is different from the temporary admission system in that full customs duties are paid on the imported materials and the manufacturer does not fill out a special form with Customs. However, there is a one-year time requirement to re-export these imports as part of a final product in order to have the right to reclaim the full amount of the duties paid as well as other taxes such as the sales tax.

This procedure is cumbersome and refunding may take up to six months for processing. The agencies administering the program are tasked with the responsibilities of determining and then repaying the drawback amount. The Industrial Surveillance Authority carries out the first task, while the Customs Authority carries out the second. A delegate from Customs has to be present during the manufacturing process. To refund the amount paid, several administrative requirements must be satisfied:

- Details, such as quantities and materials used in manufacturing a unit of the exported products, must be provided to enable Customs to calculate the drawback rate;

- Proof of duties paid on the imported quantities must be furnished in order to collect an allowance in the drawback rate for wastage and scrap, quantities of such must be verified.

In addition, the following documents must be provided:

- Customs import release certificate
- Certificate of export of product
- Export permit
- Registered deed of sale from the original importer
- Customs clearance certificate

To speed up the reimbursement process, in October 1999 the Egyptian Government introduced a new "tax rebate" system, by means of which exporters could be reimbursed according to pre-specified rates for each industry. The tax rebate system currently covers more than half of the major exported commodities.

## **Labeling and Marking Requirements**

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Food imports face a number of burdensome labeling and packaging requirements. Poultry and meat products must be shipped directly from the country of origin to Egypt and sealed in packaging with details in Arabic both inside and outside the package. This requirement raises processing costs and discourages some exporters from competing in the Egyptian market. Appropriate packaging must be provided for food products. These should be clean and odorless, so as preserve the product and prevent damage occurring. Production and expiry dates must be clearly displayed on the product's packaging. The information should be printed in Arabic on the package using indelible type, but stuck on labels will normally be accepted as well.

Production and expiration dates must be clearly shown on the package. Information on the label cannot be easily erased, scratched or altered. Information must be written in Arabic as well, and weights and measures must be shown using the metric system. Dates are accepted in English, but the words "production" and "expiry" must be written in Arabic. The label must include:

- Name and address of manufacturer;
- Brand or trade mark (if applicable);
- Country of origin;
- Type of product;
- Name and address of importer;
- Production and expiration dates;
- Product use instructions (optional);
- Ingredients;
- Storage instructions or storage temperature;
- Net weight;
- Gross weight and total number of packages per case or carton;
- If preservatives are being used- percentages of each preservative must be indicated;
- If meat or poultry, the statement that the meat "is slaughtered according to Islamic ritual" or "Halal," must be included; and

- For meat or poultry, all products must be in packaged and sealed bags. Labels must be inserted inside the package as well as on the outside. The label on the meat must include the following:
- Country of origin
- Producer's name and logo
- Name of slaughterhouse
- Slaughter date
- Name and address of importer
- Name of entity, which issued the "Islamic slaughter" definition.

The above documents must be legalized and endorsed by the Egyptian consulate in the country where the product is originated.

### **Packaging requirements:**

Article 74 of the Import and Export regulations stipulates that the package should be fit for preserving the product, and the product should occupy the space of the container in full. If a container is wooden, the container itself should be accompanied by an official certificate that states it is free from wood-harmful pests and insects.

Data that appears on equipment, tools and machinery should be identical to those appearing on the package. The country of origin should be indicated on each item and be non-erasable. They should be accompanied with an Arabic-language catalogue indicating the following:

- An illustrative design of the parts.
- Mode of assembly and operation.
- Maintenance procedures.
- Electrical circuits for electrical equipment.
- Safety measures.

Products prone to rust and corrosion should be painted with a special protective paint. Check that the labeling on the goods conforms to the current Egyptian labeling regulations for the product in question.

Be aware that packaging and import description discrepancies can lead to payment default.

Textile fabric was also subject to costly and complicated labeling requirements. Egypt ended the requirement that the country of origin must be identified in a continuous band along the entire length of the imported fabric. However, imported textiles are subject to quality control examination by a committee made up of members representing the domestic spinning and weaving industries. This group also has some influence with Egyptian Customs in setting the duties that are imposed. The labeling requirement for textile fabric was canceled while labeling requirements for imported garments mandate basic information on tags similar to foreign garments. In addition, fabrics are no longer subject to testing, and measures requiring that apparel labels be written in Arabic to include importer information were eliminated. Egypt also committed to expedite the customs clearance process for apparel and textile imports.

### **Multiple product samples:**

Sampling and inspection duties are mainly carried out by the GOEIC, however, some products may be subject to inspection by other concerned institutions. GOIEC has been authorized to assume inspection and certification functions without referral to any higher authority, but for the food industry, for example, there are 3-4 bodies involved that have the right to take samples from any imported shipment. They are:

- The Radiation Department of the Ministry of Energy and Electricity
- The Ministry of Health
- The Ministry of Agriculture (Veterinary Office)
- The Ministry of Industry and Foreign Trade (Export and Import Control)

Each agency draws its own sample and tests it independently.

### **Shelf-life standards and product specifications:**

In 1994, the government issued a decree that all food products should have at least 50% of the established shelf life remaining at the time of importation into Egypt. Moreover, Egypt applies shelf life standards to certain non-food imports such as syringes and catheters. Milk and dairy products, meat and products, fish and products, and poultry and products, each have a shelf life determined by EOS. Exporters to Egypt must be aware that import and custom procedures take a period of no less than 2 weeks; hence, expiration dates must be at least twice that length of time.

### **Prohibited and Restricted Imports**

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In 1998, Egypt issued a decree stipulating that passenger vehicles can only be imported during their year of manufacture, effectively banning the importation of second-hand cars. In 2000, the decree was amended adding one year after the year of production to the period during which passenger vehicles can be imported. In November of 2005 the Minister of Trade and Industry issued a decree lifting the regulation restricting the import of cars from the country of origin. Egyptian regulations allow foreign investors to import a vehicle duty-free for their private use in the year of manufacture, provided that approval is obtained from the Chairman of the General Authority for Investments and Free Zones (GAFI).

In August 2010, the United States negotiated access for U.S. beef cuts of all ages. However, Egypt's CVO is now restricting U.S. bone-in-beef to 30 months and under. Boneless variety meats are restricted to 48 months and under. The U.S. Embassy is working with Egypt to remove all age restrictions on U.S. beef and beef products in compliance with the World Organization for Animal Health (OIE) guidelines for "Controlled Risk" status. The United States exported \$235 million in red meats to Egypt in 2012.

Since 2003, Egypt has banned the imports of poultry parts and offals; restricting imports to whole, frozen birds. To protect its domestic poultry industry, Egypt bans the import of U.S.-origin poultry parts, including chicken leg quarters (CLQs) claiming halal slaughter concerns. The General Office of Veterinary Service (GOVS) has inspected and approved 20 U.S. poultry plants. Inspection teams find that slaughtering processes and food safety measures are in accordance with Islamic halal practices. Opposition from domestic poultry producers blocks the import of more affordable, higher quality U.S. poultry. The high cost of beef and beef products forces lower- and middle-income

Egyptians to turn to poultry as an alternative protein source. Demand outpaces supply, driving prices upwards beyond the reach of many lower-income consumers. The Foreign Agricultural Service (FAS) Cairo estimates the impact of the poultry ban on trade at \$100 million.

Egypt lifted its ban on apparel imports on January 1, 2002, replacing it with excessive specific rate duties. In January 2004, the Egyptian Government issued a decree replacing these specific-rate duties with ad valorem (percentage of value) tariffs consistent with Egypt's commitments to the WTO.

The Egyptian Ministry of Health prohibits the import of natural products, vitamins, and food supplements in their finished form. These items may be marketed in Egypt only through local manufacture under license, or by sending ingredients and premixes to a local pharmaceutical firm to be prepared and packed in accordance with Ministry of Health specifications. Only local factories are allowed to produce food supplements, and to import raw materials used in the manufacturing process.

With USAID assistance, the National Food Safety Management Unit (NFSMU) was established. The Ministry of Health, Agriculture, and Trade and Industry are represented in the NFSMU. It is the equivalent of the U.S. FDA. The Egyptian Parliament is to approve this project.

The Nutrition Institute and the Drug Planning and Policy Center of the Ministry of Health register and approve all nutritional supplements and dietary foods. It takes from four months to one year for approval. Importers must apply for a license for dietary products. The validity period of the license varies from 1 to 5 years depending on the product. After the expiration date of the license, the importer must submit a new request for license renewal. License renewal costs about \$500. However, if a similar local dietary product is available in the market, registration for an imported product will not be approved.

The Ministry of Health (MoH) banned the importation of used and refurbished medical equipment and supplies to Egypt. The ban does not differentiate between the most complex computer-based imaging equipment and the most basic of supplies. At present, even new medical equipment must be tested in the country of origin and proven safe before it will be approved for importation into Egypt. The importer must submit a form requesting the MoH's approval to import medical equipment. The importer will also provide a certificate issued by official health authorities in the country of origin, indicating that the medical equipment, subject to importation, is safely used there.

The importer must also present an original certificate from the manufacturer indicating the production year of the equipment, and that the equipment is new. In addition, the importer must present a certificate of approval from the FDA or the European Bureau of Standards. The importer must prove it has a service center to provide after sales support for the imported medical equipment, including spare parts and technical maintenance. The MoH's technical committee examines and reviews the technical specifications of the equipment before granting approval for import. These regulations also apply to donated medical equipment.

Egypt has joined the International Convention on the Simplification and Harmonization of Customs Procedures (Kyoto Convention) according to presidential decree 334 of 2007. The accession process was ratified by the Egyptian parliament in December 2007. Joining the convention would align Egypt's customs procedures with those of the World Customs Organization standard. According to the Customs Authority, the convention is considered an instrument for the harmonization of customs techniques, which covers aspects of customs legislation. It also aims at ensuring that customs systems and processes are not barriers to international trade and growth. The Customs Authority is actively taking measures to implement the convention.

The GOE established an Account Management System to streamline and facilitate the customs treatment of large importers. (The GOE has also established a Large Taxpayer Center to provide similar services for large sales and income tax payers.) Two model customs centers which offer simplified procedures were opened in Alexandria and Suez in 2005, in addition to one in Damietta. Other centers were inaugurated.

Tariff valuation is based on either the worldwide price list received annually from foreign producers/distributors, or if that is not available, they take the highest price available in the local market. In cases where customs officials suspect under-invoicing, they usually add from 10% to 30% (called improvement percentage) to the invoice value. Importers have the right to take legal action against the Customs Authority in the event of a dispute regarding appropriate valuation, including arbitration that takes fifteen days or more. During that time, the disputed shipments are withheld and the importer has to pay fees as deposit until arbitration is over.

The Egyptian Government has established a "white list" of importers who, under some conditions, are able to avoid full inspection of their shipments.

Fulfillment of local content requirements is no longer required to obtain an approval to set up an assembly project. However, assembly industries must meet a minimum local content requirement of 45% in order to benefit from customs tariff reductions on imported industrial inputs.

Current importing regulations require that every component of a product be inspected, regardless of the compliance history of the product, country of origin, exporter, shipper or the importer. No import can be put up for direct sale on the Egyptian market without first proving that it conforms to Egyptian standards, if it is on the mandatory list. If there are no Egyptian standards that suit the imported product, then it must be defined using the standards of one of the international organizations that Egypt is affiliated with e.g. ISO, IEC, and Codex Alimentarius. On arrival of a shipment to Egyptian ports, the process that takes place is as follows:

1. A committee from the Customs and Security office checks the shipment for security reasons and determines whether there are any illegal products.
2. The importer presents Customs with the documentation required to clear the shipment.

After reviewing these documents, Customs either clears the shipments for release to the importer directly or directs the consignment to other bodies for testing and inspection. Custom duties are then assigned and are paid in Egyptian pounds.

("Please see Standards Organizations and "Conformity Assessment", below, for further inspection and standards determination issues affecting imported goods." )

## Standards

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## Overview

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Standardization's official application in Egypt started in 1957, when presidential decree number 29/1957 established the Egyptian Organization for Standardization (EOS). Presidential Decree 83/2005 changed the name to the Egyptian Organization for Standards and Quality.

Of Egypt's 8,500 standards, 5000 are Egyptian technical regulations or mandatory standards. EOS reports that it has harmonized mandatory standards with international standards and that about 80 percent of its mandatory standards are based on standards issued by international institutions such as the Geneva-based International Organization for Standardization. In the absence of a mandatory Egyptian standard, Ministerial Decree Number 180/1996 allows importers to choose a relevant standard from seven international systems including ISO, European, American, Japanese, British, German, and for food, Codex standards.

Most of these specifications are optional except for those related to general health, public security, and consumer protection. A ministerial decision issued by the Ministry of Industry and Foreign Trade is needed to require compliance to these specifications. Obligatory standards constitute around 15 percent of the total number of Egyptian specifications.

## Standards Organizations

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There are three main official Egyptian governmental organizations involved in developing and enforcing the standards used and applied in Egypt. They are:

### **Egyptian Organization for Standards and Quality Control (EOS):**

The EOS was established in 1957 and is affiliated with the Ministry of Industry and Foreign Trade and issues standards and technical regulations through a consultative process with other ministries and the private sector. Verification of compliance with standards and technical regulations is the responsibility of agencies including the

Ministry of Health, the Ministry of Agriculture and, for imported goods, the General Organization for Import Export Control (GOEIC) in the Ministry of Industry and Foreign Trade.

#### **General Authority of Export and Import Control (GOEIC):**

GOIEC is affiliated to the Ministry of Industry and Foreign Trade. GOIEC currently has 26 offices and laboratories located at all the major sea and airports for import inspection as well as 11 others located throughout the country for export inspection. GOIEC has the responsibility for testing imported and exported products to ensure they meet the stipulations of EOS standards. Moreover, GOEIC may also indirectly generate standards through the use of an "*ad hoc*" technical committee. This committee provides recommendations for either creating or modifying a standard accordingly, and these recommendations are then passed on to the Ministry Industry and Foreign Trade to be authorized and formalized. Similarly, GOEIC also tests products for consumer protection against economic fraud and deceptive practices- not solely for quality purposes. A 1999 Presidential Decree assigned GOIEC as the coordinator for all import inspections.

In 2005, new import/export regulations increased transparency and liberalized procedures to facilitate trade. The new regulations reduced the number of imported goods subject to inspection by GOEIC and allowed importers to use certifications of conformity from any internationally accredited laboratory inside or outside of Egypt for those goods still subject to inspection by GOEIC.

#### **The National Institute for Standards (NIS):**

NIS is affiliated with the Ministry of Higher Education and Scientific Research. NIS is Egypt's primary standards laboratory. NIS is mostly concerned with measurements, testing, calibration, accreditation and consultation, and it also provides laboratory accreditation services.

#### **NIST Notify U.S. Service**

Member countries of the World Trade Organization (WTO) are required under the Agreement on Technical Barriers to Trade (TBT Agreement) to report to the WTO all proposed technical regulations that could affect trade with other Member countries.

**Notify U.S.** is a free, web-based e-mail subscription service that offers an opportunity to review and comment on proposed foreign technical regulations that can affect your access to international markets. Register online at Internet URL:

<http://www.nist.gov/notifyus/>

#### **Conformity Assessment**

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1. As mentioned under "Customs Regulations", the current import regulations require that every component of a product be inspected, regardless of the compliance history of the product, country of origin, exporter, shipper, or importer. Imported products cannot be put up for direct sale on the Egyptian market without first conforming to Egyptian specifications or the standards of one of the



international organizations that Egypt is affiliated with e.g. ISO, IEC, and Codex Alimentarius, if no Egyptian standard exists.

A conformity assessment problem that often takes place at customs is the process of what can be called “standard creation at port.” When a new product enters the country that has not previously been imported, customs officials will often insist that there must be a written description or standard to qualify a product for import. Hence, even if there is no such standard for the new product, the customs inspectors will try to fit the product into a previously existing standards category. The EOS often tries to apply the same standards to products that seem to be “historically” common in nature.

Inspection and testing of the imported goods will differ according to the nature of the consignment. Agricultural products for example, are sent to special agricultural authorities for detailed chemical inspection in the Ministry of Agriculture. Industrial and manufactured commodities may be directed for control at the Ministry of Industry and Foreign Trade. Some medical products, for example, will be directed to the Ministry of Health, EOS and other accredited laboratories. Since the establishment of GOIEC, it is mandatory that a sample be sent to the institute, most of the time for the sole purpose of classifying of the product according to HS codes. This process is a vital procedure in many cases where customs is unsure about product classification and tariffs due. Therefore, a number of different bodies legally have the rights to take samples of the imported shipment for further inspection and testing.

A large number of items are repeatedly imported into Egypt. Previous rules specified that every shipment must be tested to verify its conformity to standards requirements, irrespective of whether the preceding shipments were accepted or rejected, meaning inspection and testing must be repeated each time. The EOS has recently used past history of products, manufacturers, exporters and importers for clearing imported goods. When the product is first imported, it has to go through full inspection. If it is imported frequently within a year and each time all inspection procedures are cleared, then the product has a history file leading to reduced inspection afterwards. The exporter gains accreditation the more shipments are imported into Egypt.

## **Product Certification**

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The Egyptian Quality Mark scheme is based on the international standards listed in the ISO/IEC Guide 28/1982.

Presidential Decree No. 392/1979 stipulates that EOS is the national authority in the Arab Republic of Egypt to grant licenses permitting the application of the quality to industrial goods and products. Such licenses are only available for domestically produced goods, since acquiring such a quality mark involves not only the testing of the product, but also the inspection of the whole production line, similar to ISO accreditation. Hence, it is not viable for imported products, since inspection of the actual production company will have to take place.

In 1996, a Ministerial Decree No. 180 stated that all imports must abide by Egyptian product standards. In the case where there are no Egyptian standards that fit in with a specific imported product then the international standards listed below, in order of precedence, are acceptable:

- International Standards- ISO/IEC
- European Standards (EN)- if there are none, then British Standards (BS),
- German (DIN), French (NF) standards are applied
- American Standards (ANS)
- Japanese Standards (JIS)
- Codex Standards for food products.

In the absence of an Egyptian or international standard, authorities often will refer to the Analysis Certificate accompanying the product.

### **Certification:**

All certificates issued concerning the shipment's details, must be countersigned by the Chamber of Commerce and notarized by the Egyptian Embassy or Consulate in the country of origin.

### **Accreditation**

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Presidential Decree 312/1996 established the Egyptian Accreditation Council (EGAC), a governmental organization, as the sole national body for the assessment and accreditation of conformity assessment of bodies that perform testing/calibration (laboratories), and inspection and certification of products & systems as well as personnel. EGAC is headed by the Minister of Trade & Industry and governed by a board of 14 members, representing all stakeholders and concerned bodies. EGAC has contracted with UKAS of the United Kingdom who provides technical assistance.

EGAC/UKAS joint accreditation will be practiced for a transition period. The accreditation activity is to be carried out according to the relevant international requirements (ISO/IES guides 58,61,62,65 and 66 as well as ISO/IEC TR 17010 and 17020). Accreditation activity covers: product certification, system certifiers, inspection bodies, and testing and calibration laboratories and personnel certifiers.

### **Publication of Technical Regulations**

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The Egyptian Accreditation Council (EGAC) plans on publishing a directory for all the companies that have been accredited for ISO 9000 or ISO 14000 certificates.

The EOS library is the only library in Egypt specializing in the field of Standard Specifications and its related publications.

The library has more than 160,000 standard specifications in the form of complete groups; among these are 5000 Egyptian standards, and standards groups of more than 30 countries and regional and international organizations such as ISO, IEC, CODEX, and AIDMO as well as foreign standardization organizations. The library has also a large collection of catalogues, specification guides, bulletins, and magazines in the field of Standardization and its related activities alongside some references, books, and specialized dictionaries.

### **Labeling and Marking**

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Please refer to Labeling and Marking Requirements under Import Requirements and Documentations.

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## Trade Agreements

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Egypt is involved globally in several intra and inter-regional trade agreements, both multilateral and unilateral, including preferential trade agreements with the E.U., the U.S., and Arab, African and European countries, some of which are:

- The General Agreement on Tariffs and Trade (GATT);
- The General Agreement on Trade in Services (GATS);
- Egyptian-European Mediterranean Partnership Agreement;
- The Common Market for Eastern and Southern Africa (COMESA);
- Trade and Investment Framework Agreement (TIFA);
- Pan Arab Free Trade Area (PAFTA);
- Free Trade Agreement between Egypt and Turkey, signed in 2005.

Moreover, Egypt has signed several bilateral agreements with Arab Countries: Jordan (December 1999), Lebanon (March 1999), Libya (January 1991), Morocco (April 1999),

Syria (December 1991), Tunisia (March 1999). Additionally, in 1995, Egypt and China entered into a trade accord. Egypt also signed an economic treaty with Russia.

## Web Resources

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Commercial Service in Egypt: <http://export.gov/egypt/>

American Chamber of Commerce in Egypt: <http://www.amcham.org.eg/>

U.S. Embassy: <http://cairo.usembassy.gov/>

U.S. Department of Commerce, Bureau of Industry and Security:

<http://www.bis.doc.gov/index.htm>

U.S. Department of Commerce's Denied Persons List:

<http://www.bis.doc.gov/dpl/Default.shtm>

U.S. Department of Treasury's Specially Designated Nationals List:

<http://www.treas.gov/offices/enforcement/ofac/sdn/>

Egyptian Organization for Standards and Quality Control (EOS): <http://www.eos.org.eg/>

Ministry of Industry and Foreign Trade: <http://www.mfti.gov.eg/>

Egyptian Accreditation Council: <http://www.egac.gov.eg/>

Egypt's National Institute of Standards: <http://www.nis.sci.eg>

Central Bank of Egypt: <http://www.cbe.org.eg/>

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## Chapter 6: Investment Climate

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### Openness to Foreign Investment

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Egypt has experienced profound political changes over the past two years. On February 11, 2011, President Hosni Mubarak's 30-year rule came to an end under intense popular pressure as hundreds of thousands of Egyptians converged on Tahrir Square. Even as Egypt has chosen its first democratically-elected president and ratified a new constitution, the country remains divided politically, struggling with slow economic growth rates, collapsing foreign investment, and a dramatic drop in tourism, which is a vital foreign exchange-earner and a major employer. The government has so far been unable to address its budget woes, as it continues to spend more than 20 percent of its budget on non-targeted subsidies. Egypt has been in discussions with the IMF but so far has been unable to reach an agreement on a loan package underpinned by economic reforms. A number of major donors are awaiting an IMF agreement before advancing their own assistance packages.

Egypt continues to honor its pre-revolution laws, international treaties, and trade agreements. It is party to 111 bilateral investment treaties and is a member of the World Trade Organization (WTO), the Common Market for Eastern and Southern Africa (COMESA), and the Greater Arab Free Trade Area (GAFTA). In most sectors, there is no legal difference between foreign and domestic investors. There are, however, special requirements for foreign investment in particular sectors, such as upstream oil and gas development, where joint ventures are required. There have also been recent legal challenges to privatizations of formerly state-owned enterprises, including sales of state assets from as far back as 1996.

Egypt has devised several schemes intended to attract foreign direct investment into special economic and trade zones. The General Authority for Investment (GAFI) implements Egypt's policies and procedures to facilitate doing business, including maintaining Egypt's one-stop shop for investors. GAFI's one-stop shop, which aspires to process approvals for new investments within 72 hours, brings together several of the major government ministries needed to establish a new investment. The Egyptian tax code taxes personal income and corporate profits for both foreigners and nationals at 20% and lower for incomes below LE 1 million and 25% for incomes above LE 1 million. According to the World Bank's Doing Business Index for 2013, Egypt (ranked 109 out of 185 economies) made significant progress prior to the revolution in easing the procedures for opening a business.

Foreign direct investment accounted for less than 25% of all investment in Egypt prior to the revolution and has fallen tremendously since. Significant impediments to investment exist. Following the revolution, Egypt put into place capital transfer restrictions that prevent foreign companies from sending more than \$100,000 per year out of Egypt without a valid commercial purpose, original documentation, and approval by the Central Bank of Egypt. Daily withdrawals are limited to \$30,000 for corporations. In 2012, Egypt announced further capital controls that would limit the amount of money that could be carried out of the country to \$10,000 and instituted a new currency auction system that has led to a gradual depreciation of the pound. Investors report that it can take several weeks for legitimate transfers to be executed. Labor rules prevent companies from hiring more than 10% non-Egyptians (25% in Free Zones), and foreigners are not allowed to operate sole proprietorships or simple partnerships. The lack of protection of intellectual property rights (IPR) is a major hurdle to direct investment in Egypt, which remains on the U.S. Trade Representative's Special 301 Watch List for IPR violations. Egypt's trade regulations prohibit foreigners from acting as importers for trading purposes and allow them to act solely as commercial agents. A foreign company wishing to import for trading purposes must do so through an Egyptian importer.

Although Egypt is a signatory to international arbitration agreements, Egyptian courts do not always recognize foreign judgments. Resolution of any dispute is very slow, with the time to adjudicate a case to completion averaging three to five years. The judicial system is also subject, in some cases, to political influence.

Other obstacles to investment include excessive bureaucracy, a shortage of skilled labor, limited access to credit, slow and cumbersome customs procedures, and non-tariff trade barriers.

## **Business Sectors:**

### **Banking**

The Central Bank of Egypt has not issued a new commercial banking license since 1979. The only way for a new commercial bank, whether foreign or domestic, to enter the market (except as a representative office) is to purchase an existing bank. As part of its 2004 plan to restructure the banking sector, the government has sold shares in several joint venture banks to foreign banking entities. The first public bank to be partially privatized was the Bank of Alexandria (now AlexBank), which was sold to

Sanpaolo Intesa of Italy in 2006. However, the privatization sale is now being challenged in Egyptian court and could be unwound entirely. In 2008, the Central Bank invited bids for a 67% stake in Banque du Caire, but it cancelled the auction when the highest bid came in U.S. \$250 million below its target price of US\$1.6 billion. In 2009, the Central Bank announced that it had no plans to privatize the three remaining state-owned banks (Banque Misr, Banque du Caire, National Bank of Egypt), citing poor market conditions. These three banks control at least 40 percent of the banking sector's assets.

## **Insurance**

The government does not issue licenses for new insurance companies. As in the banking sector, foreign firms can only enter the Egyptian insurance market through purchase of a stake in an existing insurance company. In 2006, the now-defunct Ministry of Investment (MOI) began restructuring public insurance companies in preparation for privatization. In September 2007, the companies were merged and placed under an insurance holding company, and real estate assets were stripped out of the companies and transferred to a newly established affiliate, Misr for Real Estate. However, there have been no significant events in this regard since 2007.

## **Oil and Gas**

The petroleum industry is one of the most dynamic industries in Egypt; hydrocarbon production is by far the largest single industrial activity, with petroleum, natural gas, and petroleum refinement representing approximately 16 percent of Egypt's GDP, and oil and gas are its top exports. The Egyptian government encourages international oil companies (IOC) to participate in the oil and gas sector, and currently more than fifty IOCs are operating in Egypt. The hydrocarbon industry in Egypt is managed by the Ministry of Petroleum and Natural Resources, under which four state-owned companies function as government agencies. One of these is the Egyptian General Petroleum Corporation (EGPC), which concludes concession agreements in cooperation with IOCs, in the form of production-sharing agreements (PSAs). Egypt grants concessions in specific areas through the promulgation of a "special law" by the Egyptian Parliament, which allows the Minister of Petroleum to conclude an agreement between the Egyptian Government on one side and the Egyptian General Petroleum Corporation (EGPC) acting as the concession holder and the foreign oil investor (IOC) acting as a contractor on the other side. This legislative act gives new agreements supremacy in application over contrary legislation or regulation. After concluding the agreement, any contractual changes are remedied through amicable adaptation of its provisions or arbitration. These safeguards were specifically devised by the GOE to help forge trust with foreign investors and improve investment in the hydrocarbon sector.

The government owes several billion dollars in payments to foreign oil and gas companies, and cannot easily repay its arrearages, due to ongoing fiscal challenges. Fuel is heavily subsidized in Egypt, with approximately 20 percent of government expenditures dedicated to energy subsidies. Absent energy subsidy reform and a reduction in domestic demand for energy, hydrocarbon exports may continue to decrease in the short term. Should Egypt undertake these reforms, prospects for the industry remain bright, however, with untapped oil and gas resources and promising potential reserves.

## **Telecommunications**

Egypt still has a single domestic fixed-line operator, Telecom Egypt (TE), despite Telecommunications Law 10 of 2003, pursuant to which TE was to have relinquished its monopoly status by January 2006. Until December 2012, Egypt had issued only three mobile phone operator licenses, with the most recent acquired by Etisalat in July 2006 at a cost of US\$2.9 billion. Etisalat Egypt, Mobinil, and Vodafone Egypt continue to compete heavily in the mobile telecommunications market, which now has an estimated 83 million mobile lines. A major focus of these companies will continue to be expansion of data services which is still seen as an area with potentially high profit margins. In December 2012, the National Telecommunications Regulatory Authority (NTRA) approved the issuance of a fourth mobile services license for Telecom Egypt, which will not acquire any frequencies through the first stage of restructuring, but as anticipated, will be a Mobile Virtual Network Operator (MVNO) allowing it to lease and resell capacity from the three other mobile operators. This will make Telecom Egypt the first and only company to hold a unified license, pursuant to which it can offer both fixed-line, and internet and mobile services. It is anticipated that the unified license will be extended to the 3 other companies, Etisalat Egypt, Mobinil and Vodafone Egypt, at some point during the restructuring process, though no date has yet been fixed.

## **Tourism**

Prior to January 2011, tourism was Egypt's second-largest foreign currency earner and a significant source of employment. In 2010, the sector brought in \$12.5 billion in revenue, accounted for 13% of GDP, and employed 2.5 million Egyptians—over 10 percent of the workforce. Political instability since the revolution has led to a dramatic drop in foreign tourists, particularly in higher-end cultural tourism. Beach resorts have fared better, but cut rates to remain competitive. According to the Ministry of Tourism, Egypt received 11.5 million visitors in 2012, and the sector brought in nearly \$10 billion in revenue. This suggests improvement since 2011, but business leaders note that actual numbers are likely lower than reported. In 2005, Egypt removed restrictions on foreign property ownership in a number of tourist areas, including resorts on the Red Sea and along the Mediterranean coast west of Alexandria. However, land ownership policies remain complex and unclear in many cases. Requirements to build on land to maintain tenure encourage rapid, large-scale development over conservation and more sustainable projects.

## **Research and Development**

Large-scale R&D activities in Egypt are relatively modest. The majority of government-funded R&D programs are in agriculture, health, and, to a lesser extent in the manufacturing sector. There are no reports of discrimination against U.S. or other foreign firms wishing to participate in R&D programs in Egypt. Most Egyptian R&D programs are established by government initiative.

## **Relevant Legislation**

Investment Incentives Law 8 of 1997 was designed to encourage domestic and foreign investment in targeted economic sectors and to promote decentralization of industry from the crowded Nile Valley area. The law allows 100 percent foreign ownership of



investment projects and guarantees the right to remit income earned in Egypt and to repatriate capital. Other key provisions include: guarantees against confiscation, sequestration, and nationalization; the right to own land; the right to maintain foreign-currency bank accounts; freedom from administrative attachment; the right to repatriate capital and profits; and equal treatment regardless of nationality.

Law 94 of 2005 amended the Investment Incentives Law and made companies incorporated under the Investment Incentives Law subject to relatively simpler incorporation. It also granted companies established under the Companies Law or the Commercial Law certain incentives under the Investment Incentives Law, including protection from nationalization, imposition of obligatory pricing and cancellation or suspension of licenses to use immovable property. It also granted companies the right to own real estate required for their activities and the right to import raw materials, machinery, spare parts and transportation methods without being required to register at the Importers Register.

Companies Law 159 of 1981 applies to domestic and foreign investment in sectors not covered by the Investment Incentives Law, whether shareholder, joint stock, or limited liability companies, representative offices, or branch offices. The law permits automatic company registration upon presentation of an application to GAFI, with some exceptions. It also removes a previous legal requirement that at least 49 percent of shareholders be Egyptian; allows 100 percent foreign representation on the board of directors; and strengthens accounting standards. Founders of joint stock and limited liability companies must submit a bank certificate to GAFI showing that 10 percent of the company's issued capital has been paid in.

Public Enterprise Law 203 of 1991 permits sales of state enterprises to foreign entities. Egypt began a privatization program under the Public Enterprise Law for the sale of several hundred wholly or partially state-owned enterprises and all public shares of at least 660 joint venture companies (joint venture defined as mixed state and private ownership, whether foreign or domestic). Since 2008, however, the GOE has not undertaken any new privatizations, and senior officials have said that the government will retain majority stakes in the 150 public companies that remain under the MOI's authority. Instead, the GOE is reportedly considering selling minority stakes in some of the companies and restructuring others. Bidding criteria for privatizations are generally clear and transparent.

Tenders Law 89 of 1998 requires the government to consider both price and best value in awarding contracts and to issue an explanation for refusal of a bid. However, the law contains preferences for Egyptian domestic contractors, who are accorded priority if their bids do not exceed the lowest foreign bid by more than 15 percent.

Capital Markets Law 95 of 1992 and its amendments and regulations govern Egypt's capital markets. Foreign investors can buy shares on the Egyptian Stock Exchange on the same basis as local investors. Brokerage firms have capital requirements of LE 5 million (US\$862,000), and same-day trading on the Egyptian stock market is allowed. As of January 2011, 47 brokerage firms have licenses for same-day or intra-day trading.

Law 123 of 2008 amended the Capital Markets Law to allow local and foreign institutions to issue bonds at a par value of LE 0.10 (US\$0.02).

Decree No. 719 for 2007 by the Ministry of Industry and Foreign Trade and Ministry of Finance provides incentives for industrial projects in the governorates of Upper Egypt (Upper Egypt refers to governorates in southern Egypt). The decree provides an incentive of 15,000 Egyptian Pounds (US\$2,586) for each job opportunity created by the project, on the condition that the investment costs of the project exceed LE 15 million (US\$2.6 million). The decree can be implemented on both new and on-going projects.

Land/Real Estate Law 15 of 1963 explicitly prohibits foreign individual or corporate ownership of agricultural land (defined as traditional agricultural land in the Nile Valley, Delta and Oases).

Prime Ministerial Decree No. 548 for 2005 removed restrictions on foreign property ownership in a number of tourist and new urban areas, namely the Red Sea coast, including of Hurghada, the Mediterranean beach resorts of Sidi Abdel-Rahman and Ras Al-Hekma, also in the Matrouh Governorate. Foreign owners are still limited to a maximum of two residences in Egypt. Companies/citizens of other Arab countries have customarily received national treatment in this area.

Insurance Law 156 of 1998 removes a 49 percent ceiling on foreign ownership of insurance companies, allows privatization of state-owned insurance companies, and abolishes a ban on foreign nationals serving as corporate officers.

Electricity Law 18 of 1998 allows the government to sell minority shares of electricity distribution companies to private shareholders, both domestic and foreign. A draft electricity law expected to be enacted in 2011 will further open electricity generation and distribution to the private sector.

Maritime Law 1 of 1998 permits private companies, including foreign investors, to conduct most maritime transport activities, including loading, supplying, and ship repair.

Commercial Law 17 of 1999 has more than 700 articles covering general commerce, commercial contracts, banking transactions, commercial paper, and bankruptcy.

Central Depository Law 93 of 2000 reduces risks associated with trading securities, enhances market liquidity, and tries to streamline the securities exchange process by standardizing registration, clearance and settlement procedures.

In January 2013, The Egyptian Cabinet approved a new draft law for the issuance of Islamic bonds, or Sukuk, which was presented by the Ministry of Finance. The Ministry expects that this new financial instrument, which is intended to be used to finance both private and public projects, will help to attract new investment to Egypt. The law is currently pending with the Egyptian Parliament.

Measure	Year	Index/Ranking
TI Corruption Perception Index	2012	32 (118/176)
Heritage Economic Freedom	2013	54.8 (125/177)
World Bank Doing Business	2013	109/185
MCC Gov't Effectiveness	2013	-0.16 (38%)

MCC Rule of Law	2013	0.05 (56%)
MCC Control of Corruption	2013	-0.16 (31%)
MCC Fiscal Policy	2013	-8.2 (13%)
MCC Trade Policy	2013	73.8 (41%)
MCC Regulatory Quality	2013	0.01 (53%)
MCC Business Start Up	2013	0.978 (84%)
MCC Land Rights Access	2013	0.92 (96%)
MCC Natural Resource Mgmt	2013	96.2 (84%)
MCC Access to Credit	2013	11.1 (3%)
MCC Inflation	2013	39 (59%)

### Conversion and Transfer Policies

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Following the revolution, the Central Bank of Egypt issued restrictions on transfers of cash out of Egypt. Foreign companies are reportedly allowed to transfer up to \$100,000 out of Egypt without additional documentation. Transfers above \$100,000 are allowed only for legitimate business purposes and require extensive original documentation and approval from the Central Bank of Egypt. Companies are allowed to transfer up to \$30,000 on a given day. Egyptian and foreign individuals must provide documentation for all foreign transfers. Foreign investors say that the restrictions on capital transfer have resulted in delays of several weeks to several months and have significantly impacted business operations. Egyptian law allows individuals and businesses to conduct all normal foreign exchange transactions, including accepting deposits, and opening letters of credit.

A growing gap between the demand and supply of foreign exchange in the market emerged following the institution of a new currency regime in January 2013, whereby the Central Bank of Egypt began a series of currency auctions in order to allow for a managed depreciation of the pound. The government also instituted new capital controls limiting the amount of money that could be physically carried in and out of the country to \$10,000.

The 1992 U.S.-Egypt Bilateral Investment Treaty provides for free transfer of dividends, royalties, compensation for expropriation, payments arising out of an investment dispute, contract payments, and proceeds from sales. Transfers are to be made in a "freely convertible currency at the prevailing market rate of exchange on the date of transfer with respect to spot transactions in the currency to be transferred."

The Investment Incentives Law stipulates that non-Egyptian employees hired by projects established under the law are entitled to transfer their earnings abroad. Conversion and transfer of royalty payments are permitted when a patent, trademark, or other licensing agreement has been approved under the Investment Incentives Law.

Banking Law 88 of 2003 regulates the repatriation of profits and capital. The government has repeatedly emphasized its commitment to maintaining the profit repatriation system to encourage foreign investment in Egypt. The current system for profit repatriation by foreign firms requires sub-custodian banks to open foreign and local currency accounts

for foreign investors (global custodians), which are exclusively maintained for stock exchange transactions. The two accounts serve as a channel through which foreign investors process their sales, purchases, dividend collections, and profit repatriation transactions using the bank's posted daily exchange rates. The system is designed to allow for settlement of transactions in less than two days.

## **Expropriation and Compensation**

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The Investment Incentives Law provides guarantees against nationalization or confiscation of investment projects under the law's domain. The law also provides guarantees against seizure requisition, blocking, and placing of assets under custody or sequestration. It also offers guarantees against full or partial expropriation of real estate and investment project property. The U.S.-Egypt Bilateral Investment Treaty also provides protection against expropriation. Private firms are able to take cases of expropriation to court, but the judicial system is very slow and can take several years to resolve a case.

On September 21, 2011, the Commercial Division of the Egyptian Administrative Court ruled that the privatization of three formerly public companies – Shebin El-Kom Textile Company, Tanta Linen Company, and El Nasr Steam Boilers Company – was illegal. The ruling requires the purchasers to return ownership of the companies and their assets to the Government of Egypt in exchange for the original purchase price as well as the rehiring of all employees terminated since the sale. The ruling comes in the wake of a similar ruling in June 2011 invalidating the 2006 privatization of state-owned department store Omar Effendi. In September 2012, an Egyptian court ordered the cancellation of the privatization contract of Assiut Cement, owned by CEMEX, a global construction firm. The firm has been owned by CEMEX since 1999.

In December 2012, Egypt's courts confirmed a ruling to cancel the privatization deal of the Steam Boilers Company, currently owned by Orascom Construction Industries, and in January 2013, the administrative court rejected the government's appeal against the suspension of the privatization contract for the Shebin El-Kom Textile Company. A legal challenge is currently pending against the 2006 privatization of the Bank of Alexandria (now AlexBank). The complaint was brought by a citizens' group that alleges the auction process for the formerly state-owned bank was non-transparent and that Egypt did not receive fair compensation for the sale. Thirteen financial institutions competed for the tender in 2006, with Intesa San Paolo Bank of Italy eventually winning an 80% stake in the bank at a cost of \$1.6 billion. The complaint seeks to unwind the sale and return AlexBank to state control.

## **Dispute Settlement**

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The U.S. Embassy recommends that U.S. companies put clauses specifying binding international arbitration of disputes in their commercial agreements. Egypt acceded to the International Convention for the Settlement of Investment Disputes in 1971 and is a member of the International Center for the Settlement of Investment Disputes (ICSID), which provides a framework for arbitration of investment disputes between the government and foreign investors from another member state, provided that the parties agree to such arbitration. Without prejudice to Egyptian courts, the Investment Incentives Law recognizes the right of investors to settle disputes within the framework of bilateral

agreements, the ICSID or through arbitration before the Regional Center for International Commercial Arbitration in Cairo, which applies the rules of the United Nations Commissions on International Trade Law.

The U.S.-Egypt Bilateral Investment Treaty allows an investor to take a dispute directly to binding third-party arbitration. The Egyptian courts generally endorse international arbitration clauses in commercial contracts. For example, the Court of Cassation has, on a number of occasions, confirmed the validity of arbitration clauses included in contracts between Egyptian and foreign parties.

Egypt adheres to the 1958 New York Convention on the Enforcement of Arbitral Awards; the 1965 Washington Convention on the Settlement of Investment Disputes between States and the Nationals of Other States; and the 1974 Convention on the Settlement of Investment Disputes between the Arab States and Nationals of Other States. An award issued pursuant to arbitration that took place outside Egypt may be enforced in Egypt if it is either covered by one of the international conventions to which Egypt is party or it satisfies the conditions set out in Egypt's Dispute Settlement Law 27 of 1994, which provides for the arbitration of domestic and international commercial disputes and limited challenges of arbitration awards in the Egyptian judicial system. The Dispute Settlement Law was amended in 1997 to include disputes between public enterprises and the private sector.

The Egyptian judicial system functions extremely slowly, and cases can remain in the system for several years. Arbitral awards are made in the original currency of the transaction, via the competent court in Egypt, usually the Cairo Court of Appeals. A special order is required to challenge an arbitration award in an Egyptian court. To enforce judgments of foreign courts in Egypt, the party seeking to enforce the judgment must obtain an exequatur. To apply for an exequatur, the normal procedures for initiating a lawsuit in Egypt must be satisfied. Moreover, several other conditions must be satisfied, including ensuring reciprocity between the Egyptian and foreign country's courts and verifying the competence of the court rendering the judgment.

Egypt does not have a bankruptcy law per se, but Commercial Law 17 of 1999 includes a chapter on bankruptcy. The terms of the bankruptcy chapter are silent or ambiguous on several key issues that are crucial to the reduction of settlement risks. The Ministry of Industry and Foreign Trade has identified the lack of a functioning bankruptcy code as a significant weakness for investment in Egypt and has indicated in public statements that efforts are underway to initiate new bankruptcy legislation.

## **Performance Requirements and Incentives**

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No performance requirements are specified in the Investment Incentives Law. The ability to fulfill local content requirements is no longer a prerequisite for approval to set up assembly projects, but in most cases assembly industries still must meet a minimum local content requirement in order to benefit from customs tariff reductions on imported industrial inputs.

Article 6 of Decree 420/2000 allows for the reduction of customs tariffs on intermediate goods if the final product has a certain percentage of input from local manufacturers, beginning at 30% local content. As the percentage of local content rises, so does the

tariff reduction. In certain cases, a Minister can grant tariff reductions of up to 40% in advance to certain companies without waiting to reach a corresponding percentage of local content. In 2010, Egypt revised its export rebate system to provide exporters with additional subsidies if they used a greater portion of local raw materials. See the section "Import and Export Policies" for more details on the export rebate system.

Manufacturers wishing to export under trade agreements between Egypt and other countries must fulfill certificate of origin and local content requirements contained therein. Oil and gas exploration concessions, which do not fall under the Investment Incentives Law, do have performance standards, which are specified in each individual agreement and which generally include the drilling of a specific number of wells in each phase of the exploration period stipulated in the agreement.

There are no formal geographical restrictions on investments. However, due to congestion in Cairo, the government generally denies approval for investments in manufacturing facilities in Cairo, unless a compelling economic rationale exists. The government offers incentives to move existing manufacturing facilities out of Cairo. Upon request, government officials assist investors in locating a site for a project, often in one of the new industrial sites located outside Cairo and sometimes provide necessary infrastructure.

In addition to the new industrial sites outside Cairo, the government has targeted Upper Egypt for development by private investors. Land in industrial zones in Upper Egypt is offered free of charge. The government also provides hookups to infrastructure (water, sewer, electricity, and gas) and transfers land title to the developer three years after project startup. As noted above, approval by the security services is generally required for investments in the Sinai Peninsula.

In July 2007, MOI finalized procedures for granting usufruct rights (use by an investor of a plot of land for a certain period of time to establish a project and profit from it, after which both project and land are given to public ownership) in the Sinai, with the aim of boosting investment levels in the region. The procedures include facilitation of real estate registration; enabling use of usufruct rights as a guarantee for loans; and enabling banks to register pledges on real estate and foreclose in cases of non-payment.

## **Import and Export Policies**

In 2004, government cut tariffs sharply and simplified the customs regime to stimulate trade and economic development. The government removed GATT-inconsistent services fees and import surcharges, dismantled tariff inconsistencies, including sharp escalation and reverse progression on tariff rates, and rationalized national sub-headings above the six-digit level of the Harmonized System (HS). As a result of the reforms since 2004, Egypt's number of ad valorem tariff rates was reduced from 27 to 5 and the average weighted tariff rate has fallen from 14.6 percent to 5.5 percent.

In 2005, new import and export regulations were issued, which reduced the number of imported goods subject to inspection by the General Organization for Export and Import Control (GOEIC) and permitted importers to provide their own certificates of health and safety conformity from any internationally accredited laboratory inside or outside of

Egypt. The new regulations also transferred responsibility for issuing and reviewing certificates of origin from GOEIC to the Egyptian Customs Authority.

In February 2009, a presidential decree amended the customs tariff schedule for 250 items, lowering import duties on many items and removing entirely duties on some raw materials and capital and intermediate goods such as inputs for spinning and weaving products.

Despite the government's sweeping customs and tariff reform and easing of import restrictions, significant problems remain. Egypt adopted the WTO customs valuation system in 2001. Though government officials report that Egypt has almost fully implemented the system, importers face a confusing mix of new invoice-based and old reference price-based valuations depending on the type of imports. Acknowledging these problems, the Ministry of Finance (MOF) has committed to a comprehensive reform of Egypt's customs administration and is working in concert with USAID, which funded a comprehensive three-year program to support reform efforts. A new customs law was drafted and sent to the Minister of Finance and was scheduled to be sent to the People's Assembly in early 2010. However, the law was never submitted to the Egyptian Parliament.

A number of non-tariff barriers or bans continue in force to protect local producers. Mandatory quality-control standards make importing certain products into the Egyptian market difficult. Over 130 categories of imports are still subject to mandatory quality-control inspections, including foodstuffs, appliances, electrical products, and auto parts. Although the government says that the quality control standards are applied equally to imports and domestically produced goods, in practice, imports are scrutinized more rigorously by multiple government agencies. Enforcement remains inconsistent.

In October 2011, Egypt banned the import of cotton from all origins. Egypt banned imports due to issues in marketing its domestic cotton crop locally. The ban was relaxed in November 2011; however, import permits are only issued to companies operating in Egypt's free trade zones. In March 2012, the Ministry of Agriculture and Land Reclamation's (MALR) Decree 438 authorized cotton imports from all origins. However, to date Egypt has only issued cotton import permits to companies operating in the country's free trade zones. This ban is disruptive for textile mills that rely on imports of short/medium staple cotton for their production. Egypt does not produce short/medium staple cotton in sufficient quantities to meet local milling demand.

Many U.S.-origin food and agricultural products continue to face burdensome import licensing and inspection requirements. Although the ban on whole poultry was lifted in 2006, Egypt continues to protect its domestic poultry industry by prohibiting the import of U.S.-origin poultry parts (chicken leg quarters). Egypt's politically influential domestic poultry producers maintain that imported poultry parts do not meet halal (religious) standards, despite certification by recognized U.S. Islamic certification centers. The Ministry of Agriculture's General Organization for Veterinary Service (GOVS) has inspected and approved 22 U.S. poultry plants. Its inspection teams have determined that slaughtering processes and food safety measures at U.S. plants are in compliance with Islamic halal practices.

Health food products such as low-calorie foods, diet pills, and vitamins also face informal barriers to trade. These products must obtain a special registration from the National Nutrition Institute of the Ministry of Health, which can take months to process. Imported products competing with domestic substitutes have experienced substantial delays, some as many as six months to one year.

Egypt is dependent on imported wheat, however it applies non-science based phyto-sanitary standards to its wheat imports. Imported wheat shipments are required to be "free" of Ambrosia (ragweed) seeds. Egypt's zero tolerance Ambrosia standard is technically difficult to meet; science does not support such a strict requirement. Most wheat exporters, including the United States, have one or more varieties of Ambrosia. No other U.S. wheat importer has a zero tolerance standard for Ambrosia. Currently the Government of Egypt (GOE) permits wheat shipments to be discharged and cleaned if Ambrosia is detected. Nonetheless, U.S. wheat importers often face the high risk that a shipment will be rejected at port.

Similarly, Egypt subjects imported grains and oilseeds to quality inspections. It will reject shipments at destination if they do not meet quality standards. The accepted practice in the international grain trade is for quality to be graded at origin; quality determination at destination is not generally a matter of government intervention. Any discrepancy in quality is a matter to be resolved by the buyer and the seller and or referral to the insurance carrier. The potential for rejection at destination adds undue risk and costs to shipments.

For purchases of wheat by the Egyptian government, Egypt requires that a six-member inter-agency committee inspect wheat at origin prior to shipment. The joint committee is composed of two members each from the Central Administration of Plant Quarantine (CAPQ), the General Organization for Export and Import Control (GOEIC), and the Ministry of Health (MOH). A favorable finding before shipment does preclude the possibility of additional inspections upon arrival, however.

Other food imports are sometimes subject to standards that appear to lack technical and scientific justification. For example, the Ministry of Health has an overly broad definition of foods for special dietary use, defined narrowly in the United States (under 21 CFR 105.3) for meeting the needs of a select group of people who have a specified disease or condition (infant formula or labeled medical foods), but which in Egypt includes products labeled "enriched" or "high in" vitamins or minerals.

As a result, a large variety of generally marketable food products, increasingly popular in the United States and other countries, must be registered and tested in Egypt before they can be imported.

Shelf-life standards also act as an indirect trade barrier. Egypt sets the shelf life of many imported products using non science-based standards that do not recognize quality, safety, and technological differences between producers. By government decree, imports (mainly food products) must have 50 percent or more of their shelf life remaining.

The import inspection process remains confusing, despite the designation of the GOEIC as the coordinator for all import inspections. The Ministries of Health and Agriculture



maintain their own inspection units and procedures. Imported refrigerated containers of foodstuffs typically take 25 days to clear customs. While two-month delays were common in the past, overall customs clearance times are improving, and import inspections now typically take three to four weeks.

Ministerial Decree 619 (1998) previously required the certification of origin for imports, stipulating that consumer goods (durable and non-durable) be shipped directly from the country of origin. The decree was amended in late 1999 to ease certificate of origin requirements. The amendment permits the shipment of consumer goods from the main branches of the producing company and its distribution centers. Company invoices noting the country of origin and bearing the endorsement of an Egyptian overseas commercial office can now be used as certificates of origin. Ministerial Decrees 577 and 580 of 1999 require cars to be imported in the year of production. In 2000, the decrees were amended adding one year after the year of production to the period during which passenger vehicles can be imported.

The duty drawback system requires full custom duties to be paid on semi-finished imports. There is a one-year time limit for re-exporting these imports as part of a final product in order to claim a full rebate of the duties and taxes paid. Export Promotion Law 155 of 2002 sought to improve the duty drawback and temporary admission systems for exporters by establishing a central unit under the joint supervision of the Ministries of Finance and Industry and Foreign Trade. The ministries jointly inaugurated the first upgraded temporary-admissions unit at the Port of Alexandria in 2002. With assistance from USAID, the ministries opened three more units in Suez, Port Said, and Damietta.

Export Promotion Law 155 also established an "Export Development Fund," to promote Egyptian exports and increase their presence in foreign markets. The Fund supports a number of sectors, mainly textiles, ready-made garments, and food industries, with an export rebate of up to 10% of the total added value of the exported goods. The Fund also subsidizes some shipping costs and start-up costs of export-oriented businesses. In 2010, the GOE revised its export subsidy scheme to pay higher rebates to exporters who use larger percentages of local raw materials in their goods, and also temporarily increased by 50% the export subsidies paid to the ready-made garment and textile sectors. Aside from the subsidies provided by the Export Development Fund, the government of Egypt rarely provides additional agricultural export subsidies and does not impose export performance requirements.

The Ministry of Industry and Foreign Trade (MIFT) has banned rice exports since March 2008, citing the need to ensure domestic supply. This ban was partially eased in October 2012. Milled rice (HS 1006-30) exports are permissible, but require an export permit and the payment of an export tax of LE 1,000 (\$162) per metric ton. Domestic market needs restrict MIFT guaranteed export tenders. The availability of rice for domestic consumption determines the allocation of quotas.

In 2010, the Central Bank relaxed a requirement of 100% foreign exchange cover for Letters of Credit issued for the purchase of goods imported for resale, reducing the requirement to 50 percent. Also in 2010, the Central Bank suspended the foreign exchange cover requirement on meat, poultry, and sugar imports in response to high levels of food price inflation.

In addition, Egypt is a member of the World Customs Organization and International Maritime Organization, which encourage standardization of customs and maritime laws rules and regulations. This standardization promotes ease of trade between member countries.

### **Right to Private Ownership and Establishment**

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By law, foreign and domestic private firms have the right to establish and own business enterprises and engage in all forms of remunerative activity, except for the restrictions on foreign business noted previously. Private enterprises may freely establish, acquire and dispose of interests in business enterprises. In practice, private firms sometimes find themselves at a disadvantage when competing for resources with state-owned firms. For example, state-owned firms often have easier access to bank credit from the state-dominated banking system than do private firms, whether domestic or foreign. Lack of access to credit is one of the major complaints of the business community in Egypt as interest rates are high, and banks have restrictive policies on lending. Lack of risk assessment capacity in the banking sector is also a factor in overly-cautious lending policies. Despite sufficient bank capitalization, access to credit is a particular issue for Small and Medium Enterprises, which are often not considered sufficiently well established to merit the risk. In addition, some companies have experienced difficulties in dissolving companies.

### **Protection of Property Rights**

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The Egyptian legal system provides protection for real and personal property, but laws on real estate ownership are complex and titles to real property may be difficult to establish and trace. Reforms in 2007 simplified the registration process for residential construction in new urban areas built on the outskirts of Cairo and Alexandria.

A National Title Registration Program was introduced by the Ministry of State for Administrative Development and implemented in nine areas within Cairo. This program was intended to simplify property registration and facilitate easier mortgage financing. Real estate registration fees, long considered a major impediment to development of the real estate sector, were capped in May 2006 at no more than LE 2000 (US\$345), irrespective of the property value. In November 2012, the government decided to postpone implementation of an enacted overhaul to the real estate tax system until 2014. The Ministry of Finance will submit proposed amendments to the law to the new parliament once it is seated.

There is an extensive rent control system for older residential and commercial real estate property resulting in some apartment rents as low as US\$10 per month. However, these rent controls do not apply to real estate put into service in recent years. Foreigners are limited to ownership of two residences in Egypt and specific procedures are required for purchasing real estate in certain geographical areas.

The mortgage market is still undeveloped in Egypt. Real Estate Finance Law 148 of 2001 authorized both banks and non-bank mortgage companies to issue mortgages. The law provides procedures for foreclosure on property of defaulting debtors, and amendments passed in 2004 allow for the issuance of mortgage-backed securities.

According to the regulations, banks can offer financing in foreign currency of up to 65% of the value of a property.

The lack of protection of intellectual property rights (IPR) is a major hurdle to direct investment in Egypt, which remains on the U.S. Trade Representative's Special 301 Watch List for IPR violations. Both legal protection and enforcement are weak.

For information on protecting your Intellectual Property Rights, see Chapter 3 Protecting Your Intellectual Property.

## **Transparency of Regulatory System**

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The Egyptian government has made efforts to improve the transparency of government policy. The process has proven difficult and has faced strong resistance from entrenched bureaucratic interests. Significant obstacles continue to hinder private sector investment, including the often-arbitrary imposition of bureaucratic impediments and the length of time needed to resolve them.

Law 89 of 1998 amended the Tenders and Bidding Law 9 of 1983 to improve equality and transparency in government procurement. Key provisions of the law include: a prohibition on reopening negotiations after final bids have been received; more transparency in the criteria for bid acceptance and rejection; equality among bidders, contractors, and government agencies; more weight given to the technical aspects of a tender or bid; protection of contractor rights; reduction of insurance fees; and immediate return of deposits once the government announces bid or tender results.

In 2005, parliament passed the Law on Protection of Competition and Prohibition of Monopolistic Practices. A new agency, the Egyptian Competition Authority, began operating in 2006 to implement the law. The MOI also issued corporate governance guidelines as Ministerial Decree No. 332 in 2005. The non-binding guidelines – formulated along the lines of OECD principles – apply to corporations and limited liability companies as well as brokerages. In 2006, MOI issued corporate governance guidelines for public sector companies.

Accounting standards in government entities are still not fully consistent with international norms, although efforts were underway to bring standards into conformity with International Financial Reporting Standards (IFRS). The MOI issued a directive in 2006 with new accounting standards for all companies listed on the Egyptian stock exchange, including public entities. The new standards, which came into effect in 2007, are close, but not identical to IFRS. Egyptian law does not require that proposed legislation be published prior to consideration by the parliament. In practice, however, proposed legislation is occasionally circulated among concerned parties such as business associations and labor unions. Responsiveness on the part of legislators to feedback received from concerned parties is limited. After approval by parliament, new laws are published in the Official Gazette.

## **Efficient Capital Markets and Portfolio Investment**

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The government has taken steps to streamline capital markets and overcome years of stagnation in the banking system. The Egyptian Exchange (EGX) is Egypt's registered

securities exchange. At the end of November 2012, two hundred fourteen companies were listed on the EGX, with a market capitalization of LE 339 billion. Stock ownership is open to foreign and domestic individuals and entities. The government of Egypt issues dollar-denominated and Egyptian pound-denominated debt instruments. Ownership is open to foreign and domestic individuals and entities.

The Capital Market Law 95 of 1992, along with the Banking Law of 2003, constitutes the primary regulatory framework for the financial sector. The law grants foreigners full access to capital markets, and authorizes establishment of Egyptian and foreign companies to provide underwriting of subscriptions, brokerage services, securities and mutual funds management, clearance and settlement of security transactions, and venture capital activities. The law also authorizes the issuance of corporate bonds and bearer shares, and makes income from most stocks and bonds non-taxable (compared to 20% tax rate on interest from Egyptian treasury bills). The law specifies mechanisms for arbitration and legal dispute resolution and prohibits unfair market practices. Law No 10/2009 created the Egyptian Financial Supervisory Authority (EFSA) and brought the regulation of all non-banking financial services under its authority).

The Central Securities Depository and Registration Law and its executive regulations, issued in 2000, eased registration and deposit of securities. Settlement of transactions now takes one day for treasury bonds, two days for dematerialized issues, four days for materialized issues and same day for 62 active stocks that are not bound by the 5 percent daily price movement ceiling. Although Egyptian law and regulations allow companies to adopt bylaws limiting or prohibiting foreign ownership of shares, only four companies listed on the stock exchange have such restrictions. A significant number of the companies listed on the exchange are family-owned or dominated conglomerates, and free trading of shares in many of these ventures, while increasing, remains limited. However, stocks are de-listed from the exchange if not traded for six months.

In 2002, the then Minister of Foreign Trade added an additional chapter to the executive regulations of the Capital Market Law to allow margin trading to increase liquidity and trading in the market through brokerage firms and financially solvent licensed companies. In April 2003, the U.S. Securities and Exchange Commission included the Egyptian Exchange in its list of accredited stock exchanges, allowing U.S. financial institutions to invest in the Egyptian stock market without undertaking the cumbersome procedures previously required. In May 2006, the CMA issued Decree No. 50 for 2006, organizing online trading on the CASE. The decree allows brokerage companies to receive requests for buying/selling of shares by clients via the Internet. The decree also mandates infrastructure requirements, mainly web security provisions, which brokerage firms must meet in order to provide online services. To date, 103 companies have obtained online trading licenses.

Leasing Law 95 of 1995 allows for the leasing of capital assets and real estate and was designed to reduce the high start-up costs faced by new investors. Notably, the law specifically allowed for the purchase of real estate assets through leasing mechanisms. The Leasing Law was amended in 2001 to make leasing more attractive for investors by exempting financial leasing activities from sales taxes and fees; specifying financial standards that leasing companies must adhere to; increasing the control, organization and efficiency of the leasing activities; and incorporating clear guarantees for the parties involved.

## **Competition from State Owned Enterprises**

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State Owned Enterprises compete directly with private companies in several sectors of the Egyptian economy. They are structured as individual companies controlled by boards of directors and grouped under government holding companies that are arranged by industry – Spinning & Weaving; Metallurgical Industries; Chemical Industries; Pharmaceuticals; Food Industries; Building & Construction; Tourism, Hotels & Cinema; Maritime & Inland Transport; and Insurance. The holding companies are headed by boards of directors appointed by the Prime Minister with input from the relevant Minister. According to Public Sector Law 203 of 1991, SOEs should not receive preferential treatment from the government, nor should they be accorded any exemption from legal requirements applicable to private companies. In addition to SOEs, 40% of the banking sector's assets are controlled by three state-owned banks (Banque Misr, Banque du Caire, National Bank of Egypt). Privatization of SOEs and state-owned banks accelerated under an economic reform program that started in 2004, but the privatization program stalled in 2008. Starting in 2011, Egyptian courts have reversed the privatization of several formerly public companies.

## **Corporate Social Responsibility**

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Corporate social responsibility (CSR) programs have grown in popularity in Egypt over the last ten years. However, participation in CSR within Egypt remains limited to multinational and larger domestic companies. Education is the most popular sector for CSR investment, although, environmental programs are garnering greater participation.

## **Political Violence**

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Throughout the second half of 2012, Egypt witnessed regular protests and mass demonstrations against the elected government of President Mohamed Morsi. Protests occasionally degenerated into violent clashes between security forces and bands of protestors, in some instances resulting in deaths, injuries, and extensive property damage. For the most part, clashes were limited to Egypt's major urban centers, occurring in and around Tahrir Square and government ministries in Cairo, as well as symbolic centers of the revolution in Egypt's other cities. Society has become increasingly polarized, which adds to the potential for clashes between factions when protests do occur. Although police have gradually returned to the streets since the 2011 revolution, they do not appear to have a level of operational effectiveness necessary to control crowds or deter criminal activity.

## **Corruption**

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Corruption, including bribery, raises the costs and risks of doing business. Corruption has a corrosive impact on both market opportunities overseas for U.S. companies and the broader business climate. It also deters international investment, stifles economic growth and development, distorts prices, and undermines the rule of law.

It is important for U.S. companies, irrespective of their size, to assess the business climate in the relevant market in which they will be operating or investing, and to have an effective compliance program or measures to prevent and detect corruption, including foreign bribery. U.S. individuals and firms operating or investing in foreign markets

should take the time to become familiar with the relevant anticorruption laws of both the foreign country and the United States in order to properly comply with them, and where appropriate, they should seek the advice of legal counsel.

The U.S. Government seeks to level the global playing field for U.S. businesses by encouraging other countries to take steps to criminalize their own companies' acts of corruption, including bribery of foreign public officials, by requiring them to uphold their obligations under relevant international conventions. A U. S. firm that believes a competitor is seeking to use bribery of a foreign public official to secure a contract should bring this to the attention of appropriate U.S. agencies, as noted below.

**U.S. Foreign Corrupt Practices Act:** In 1977, the United States enacted the Foreign Corrupt Practices Act (FCPA), which makes it unlawful for a U.S. person, and certain foreign issuers of securities, to make a corrupt payment to foreign public officials for the purpose of obtaining or retaining business for or with, or directing business to, any person. The FCPA also applies to foreign firms and persons who take any act in furtherance of such a corrupt payment while in the United States. For more detailed information on the FCPA, see the FCPA Lay-Person's Guide at: <http://www.justice.gov/criminal/fraud/>

**Other Instruments:** It is U.S. Government policy to promote good governance, including host country implementation and enforcement of anti-corruption laws and policies pursuant to their obligations under international agreements. Since enactment of the FCPA, the United States has been instrumental to the expansion of the international framework to fight corruption. Several significant components of this framework are the OECD Convention on Combating Bribery of Foreign Public Officials in International Business Transactions (OECD Antibribery Convention), the United Nations Convention against Corruption (UN Convention), the Inter-American Convention against Corruption (OAS Convention), the Council of Europe Criminal and Civil Law Conventions, and a growing list of U.S. free trade agreements. This country is party to [add instrument to which this country is party], but generally all countries prohibit the bribery and solicitation of their public officials.

**OECD Antibribery Convention:** The OECD Antibribery Convention entered into force in February 1999. As of March 2009, there are 38 parties to the Convention including the United States (see <http://www.oecd.org/dataoecd/59/13/40272933.pdf>). Major exporters China, India, and Russia are not parties, although the U.S. Government strongly endorses their eventual accession to the Convention. The Convention obligates the Parties to criminalize bribery of foreign public officials in the conduct of international business. The United States meets its international obligations under the OECD Antibribery Convention through the U.S. FCPA. [Insert information as to whether your country is a party to the OECD Convention.]

**UN Convention:** The UN Anticorruption Convention entered into force on December 14, 2005, and there are 158 parties to it as of November 2011 (see <http://www.unodc.org/unodc/en/treaties/CAC/signatories.html>). The UN Convention is the first global comprehensive international anticorruption agreement. The UN Convention requires countries to establish criminal and other offences to cover a wide range of acts of corruption. The UN Convention goes beyond previous anticorruption instruments, covering a broad range of issues ranging from basic forms of corruption such as bribery and solicitation, embezzlement, trading in influence to the concealment



and laundering of the proceeds of corruption. The Convention contains transnational business bribery provisions that are functionally similar to those in the OECD Antibribery Convention and contains provisions on private sector auditing and books and records requirements. Other provisions address matters such as prevention, international cooperation, and asset recovery. [Insert information as to whether your country is a party to the UN Convention.]

**OAS Convention:** In 1996, the Member States of the Organization of American States (OAS) adopted the first international anticorruption legal instrument, the Inter-American Convention against Corruption (OAS Convention), which entered into force in March 1997. The OAS Convention, among other things, establishes a set of preventive measures against corruption, provides for the criminalization of certain acts of corruption, including transnational bribery and illicit enrichment, and contains a series of provisions to strengthen the cooperation between its States Parties in areas such as mutual legal assistance and technical cooperation. As of December 2009, the OAS Convention has 34 parties (see <http://www.oas.org/juridico/english/Sigs/b-58.html>) [Insert information as to whether your country is a party to the OAS Convention.]

**Council of Europe Criminal Law and Civil Law Conventions:** Many European countries are parties to either the Council of Europe (CoE) Criminal Law Convention on Corruption, the Civil Law Convention, or both. The Criminal Law Convention requires criminalization of a wide range of national and transnational conduct, including bribery, money-laundering, and account offenses. It also incorporates provisions on liability of legal persons and witness protection. The Civil Law Convention includes provisions on compensation for damage relating to corrupt acts, whistleblower protection, and validity of contracts, inter alia. The Group of States against Corruption (GRECO) was established in 1999 by the CoE to monitor compliance with these and related anti-corruption standards. Currently, GRECO comprises 49 member States (48 European countries and the United States). As of December 2011, the Criminal Law Convention has 43 parties and the Civil Law Convention has 34 (see [www.coe.int/greco](http://www.coe.int/greco).) [Insert information as to whether your country is a party to the Council of Europe Conventions.]

**Free Trade Agreements:** While it is U.S. Government policy to include anticorruption provisions in free trade agreements (FTAs) that it negotiates with its trading partners, the anticorruption provisions have evolved over time. The most recent FTAs negotiated now require trading partners to criminalize “active bribery” of public officials (offering bribes to any public official must be made a criminal offense, both domestically and transnationally) as well as domestic “passive bribery” (solicitation of a bribe by a domestic official). All U.S. FTAs may be found at the U.S. Trade Representative Website: <http://www.ustr.gov/trade-agreements/free-trade-agreements>. [Insert information as to whether your country has an FTA with the United States: Country [X] has a free trade agreement (FTA) in place with the United States, the [name of FTA], which came into force. Consult USTR Website for date: <http://www.ustr.gov/trade-agreements/free-trade-agreements>.]

**Local Laws:** U.S. firms should familiarize themselves with local anticorruption laws, and, where appropriate, seek legal counsel. While the U.S. Department of Commerce cannot provide legal advice on local laws, the Department’s U.S. and Foreign Commercial Service can provide assistance with navigating the host country’s legal system and obtaining a list of local legal counsel.

**Assistance for U.S. Businesses:** The U.S. Department of Commerce offers several services to aid U.S. businesses seeking to address business-related corruption issues. For example, the U.S. and Foreign Commercial Service can provide services that may assist U.S. companies in conducting their due diligence as part of the company's overarching compliance program when choosing business partners or agents overseas. The U.S. Foreign and Commercial Service can be reached directly through its offices in every major U.S. and foreign city, or through its Website at [www.trade.gov/cs](http://www.trade.gov/cs).

The Departments of Commerce and State provide worldwide support for qualified U.S. companies bidding on foreign government contracts through the Commerce Department's Advocacy Center and State's Office of Commercial and Business Affairs. Problems, including alleged corruption by foreign governments or competitors, encountered by U.S. companies in seeking such foreign business opportunities can be brought to the attention of appropriate U.S. government officials, including local embassy personnel and through the Department of Commerce Trade Compliance Center "Report A Trade Barrier" Website at [tcc.export.gov/Report\\_a\\_Barrier/index.asp](http://tcc.export.gov/Report_a_Barrier/index.asp).

**Guidance on the U.S. FCPA:** The Department of Justice's (DOJ) FCPA Opinion Procedure enables U.S. firms and individuals to request a statement of the Justice Department's present enforcement intentions under the anti-bribery provisions of the FCPA regarding any proposed business conduct. The details of the opinion procedure are available on DOJ's Fraud Section Website at [www.justice.gov/criminal/fraud/fcpa](http://www.justice.gov/criminal/fraud/fcpa). Although the Department of Commerce has no enforcement role with respect to the FCPA, it supplies general guidance to U.S. exporters who have questions about the FCPA and about international developments concerning the FCPA. For further information, see the Office of the Chief Counsel for International Counsel, U.S. Department of Commerce, Website, at [http://www.ogc.doc.gov/trans\\_anti\\_bribery.html](http://www.ogc.doc.gov/trans_anti_bribery.html). More general information on the FCPA is available at the Websites listed below.

Exporters and investors should be aware that generally all countries prohibit the bribery of their public officials, and prohibit their officials from soliciting bribes under domestic laws. Most countries are required to criminalize such bribery and other acts of corruption by virtue of being parties to various international conventions discussed above.

Corruption is still pervasive at all levels of Egyptian society, and U.S. investors continue to report requests for bribes from Egyptian government officials. Giving and accepting bribes are criminal acts in Egypt, but corruption laws have not been consistently enforced. An exception transpired post-revolution, when a sizeable number of officials from the former regime and their close business associates were subject to criminal investigation, tried and in some cases have since been convicted on corruption charges. Most of the cases were based on the sale of public assets (predominantly land) at allegedly below-market prices. Prominent examples of former regime officials or their business associates who have been tried and either imprisoned, fined or both include: Hussain Sajwani, the Chairman of Damac Properties, Ahmed Ezz, CEO of Ezz Steel and Ahmed Maghrabi, former Housing Minister. As before, the two main agencies that enforce corruption laws against government employees are the Administrative Control Authority (ACA) under the authority of the Cabinet of Ministers and the Illicit Gain Authority under the authority of the Ministry of Justice. The Office of the Public Prosecution has been the main entity investigating and prosecuting the recent corruption charges.



In addition to these criminal cases, a series of civil cases have been brought post-revolution against private companies which concluded contracts with the Mubarak regime for the purchase of state-owned assets, as part of the regime's privatization drive. Most of the first-instance decisions in these cases have annulled the original sales contract, effectively renationalizing the company and mandating that the individuals laid off following privatization be re-hired. Among the defendants in these cases are: the Saudi-owned Anwal Group, Indian-owned Indo Rama, British-owned Centamin and U.S.-owned CEMEX. These cases have caused considerable alarm among current and prospective investors in Egypt. In December 2012, the appeals court issued its first decision in this line of cases, affirming the lower court's decision to renationalize a steam boiler company formerly owned by Indo Rama. The appeals court affirmed a second renationalization in January 2013, this time concerning a textile company.

Egypt is a signatory to the UN Convention Against Corruption, but has still not signed the OECD Convention on Combating Bribery or any other regional anti-corruption convention. Transparency International's Corruption Perceptions Index ranked Egypt 118 out of 176 countries surveyed in its 2012 survey, which represents a drop in rank from the pre-revolution score of 98 out of 178.

### **Anti-Corruption Resources**

Some useful resources for individuals and companies regarding combating corruption in global markets include the following:

- Information about the U.S. Foreign Corrupt Practices Act (FCPA), including a "Lay-Person's Guide to the FCPA" is available at the U.S. Department of Justice's Website at: <http://www.justice.gov/criminal/fraud/fcpa>.
- Information about the OECD Antibribery Convention including links to national implementing legislation and country monitoring reports is available at: [http://www.oecd.org/departement/0,3355,en\\_2649\\_34859\\_1\\_1\\_1\\_1\\_1,00.html](http://www.oecd.org/departement/0,3355,en_2649_34859_1_1_1_1_1,00.html). See also new Antibribery Recommendation and Good Practice Guidance Annex for companies: <http://www.oecd.org/dataoecd/11/40/44176910.pdf>.
- General information about anticorruption initiatives, such as the OECD Convention and the FCPA, including translations of the statute into several languages, is available at the Department of Commerce Office of the Chief Counsel for International Commerce Website: [http://www.ogc.doc.gov/trans\\_anti\\_bribery.html](http://www.ogc.doc.gov/trans_anti_bribery.html).
- Transparency International (TI) publishes an annual Corruption Perceptions Index (CPI). The CPI measures the perceived level of public-sector corruption in 180 countries and territories around the world. The CPI is available at: [http://www.transparency.org/policy\\_research/surveys\\_indices/cpi/2009](http://www.transparency.org/policy_research/surveys_indices/cpi/2009). TI also publishes an annual *Global Corruption Report* which provides a systematic evaluation of the state of corruption around the world. It includes an in-depth analysis of a focal theme, a series of country reports that document major corruption related events and developments from all continents and an overview of the latest research findings on anti-corruption diagnostics and tools. See <http://www.transparency.org/publications/gcr>.

- The World Bank Institute publishes Worldwide Governance Indicators (WGI). These indicators assess six dimensions of governance in 213 countries, including Voice and Accountability, Political Stability and Absence of Violence, Government Effectiveness, Regulatory Quality, Rule of Law and Control of Corruption. See <http://info.worldbank.org/governance/wgi/index.asp>. The World Bank Business Environment and Enterprise Performance Surveys may also be of interest and are available at: <http://data.worldbank.org/data-catalog/BEEPS>.
- The World Economic Forum publishes the *Global Enabling Trade Report*, which presents the rankings of the Enabling Trade Index, and includes an assessment of the transparency of border administration (focused on bribe payments and corruption) and a separate segment on corruption and the regulatory environment. See <http://www.weforum.org/s?s=global+enabling+trade+report>.
- Additional country information related to corruption can be found in the U.S. State Department's annual *Human Rights Report* available at <http://www.state.gov/g/drl/rls/hrrpt/>.
- Global Integrity, a nonprofit organization, publishes its annual *Global Integrity Report*, which provides indicators for 106 countries with respect to governance and anti-corruption. The report highlights the strengths and weaknesses of national level anti-corruption systems. The report is available at: <http://report.globalintegrity.org/>.

## Bilateral Investment Agreements

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Egypt has signed investment agreements with over 40 other countries, including Armenia, Belgium, China, Finland, France, Germany, Greece, Italy, Japan, Libya, Luxembourg, Morocco, the Netherlands, Romania, Singapore, Sudan, Sweden, Switzerland, Thailand, Tunisia, the United Kingdom and the U.S. The U.S-Egypt Bilateral Investment Treaty provides for fair, equitable, and nondiscriminatory treatment for investors of both nations. The treaty includes provisions for international legal standards on expropriation and compensation; free financial transfers; and procedures for the settlement of investment disputes, including international arbitration.

In addition to specific investment agreements, Egypt is also a signatory to a wide variety of agreements covering trade issues. Egypt joined the Common Market for Eastern and Southern Africa (COMESA) in June 1998. In July 1999, Egypt and the United States signed a Trade and Investment Framework Agreement (TIFA), a step toward creating freer trade and increasing investment flows between the U.S. and Egypt. In June 2001, Egypt signed an Association Agreement with the European Union (EU). Egypt's parliament ratified the agreement in March 2003, and it entered into force on June 1, 2004. The agreement provides for immediate duty free access of Egyptian products into EU markets, while duty free access for EU products will be phased in over a twelve-year period. In 2010, Egypt and the EU completed an agricultural annex to their FTA, liberalizing trade in over 90% of agricultural goods.

Egypt is also a member of the General Arab Free Trade Agreement (GAFTA), and a member of the Agadir Agreement with Jordan, Morocco, and Tunisia, which relaxes rules of origin requirements on products jointly manufactured by the countries for export

to Europe. Egypt also has an FTA with Turkey, in force since March 2007, and an FTA with the Mercosur bloc of Latin American nations, which Egypt ratified in January 2013, but which is not yet in force.

In 2004, Egypt and Israel signed an agreement to take advantage of the U.S. Government Qualifying Industrial Zone (QIZ) program. The purpose of the QIZ program is to promote stronger ties between the region's peace partners, as well as to generate employment and higher incomes, by granting duty-free access to goods produced in QIZs in Egypt and Jordan using a specified percentage of Israeli and local input. Under Egypt's QIZ agreement, US imports from Egypt are eligible for duty-free treatment if the value includes 35% US/Egyptian/Israeli, where 10.5% must be Israeli content.

The industrial areas currently included in the QIZ program are Alexandria, areas in Greater Cairo such as Sixth of October, Tenth of Ramadan, Fifteenth of May, South of Giza, Shobra El-Khema, Nasr City and Obour, areas in the Delta governorates such as Dakahleya, Damietta, Monofeya and Gharbeya, and areas in the Suez Canal such as Suez, Ismailia, and Port Said. Certain companies in the Upper Egyptian governorates of Minya and Beni Suef were designated as QIZs in January 2009, but the program only started to be implemented in the two governorates in late 2012. Egyptian exports to the U.S., ready-made garments in particular, have risen rapidly since the QIZ program was introduced in December 2004. The value of the Egyptian QIZ exports to the U.S. amounted to \$931 million in 2011, approximately 60% of Egypt's total exports to the U.S. (According to Egyptian statistical sources: GOEIC/QIZ unit)

#### **OPIC and Other Investment Insurance Programs**

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In July 1999, Egypt and the U.S. signed an updated investment agreement to facilitate the U.S. Overseas Private Investment Corporation (OPIC)'s provision of political risk insurance for U.S. private investment as well as for bid, performance, and advance payments, and customs bonds and guarantees issued on behalf of U.S. suppliers and contractors in Egypt. OPIC has two active political risk insurance projects in Egypt related to oil and gas exploration by the Apache Corporation. In addition, OPIC is providing up to \$125 million in financing to private equity fund Citadel Capital to assist with Egyptian investments in logistics and agriculture. OPIC has also received board approval for a \$250 million loan guaranty facility for small and medium enterprises in Egypt, which will be made available through partnerships with local banks.

Egypt is also a member of the World Bank's Multilateral Investment Guarantee Agency (MIGA).

#### **Labor**

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Egypt's labor force has grown steadily in recent years, with upwards of 700,000 new entrants into the labor market each year. Official statistics put the labor force at 26.7 million. Unemployment officially stood at 12.5 percent at the end of the third quarter in 2012. This marks an increase from the officially reported 11.9 percent unemployment rate at the end of 2011.

There is universal agreement that the government bureaucracy and public sector enterprise are substantially over-staffed compared to private sector business. Skilled

labor in most professions is in short supply, despite high numbers of university graduates in those fields. Foreign companies frequently pay internationally competitive salaries to attract workers with valuable skills. Millions of Egyptians continue to seek employment abroad on both a temporary and permanent basis.

The Unified Labor Law (Law 12 of 2003) provides comprehensive guidelines on labor relations, including hiring, working hours, termination of employees, training, health, and safety. The law grants a qualified right for employees to strike, as well as rules and guidelines governing mediation, arbitration, and collective bargaining between employees and employers. Non-discrimination clauses are also included, and the law complies with labor-related International Labor Organization (ILO) conventions regulating the employment and training of women and eligible children (Egypt ratified ILO Convention 182 on Combating the Worst Forms of Child Labor in April 2002). The law also created a national committee to formulate general labor policies and the National Wage Council, which discusses wage-related issues and national minimum-wage policy.

Under the Unified Labor Law, workers may join trade unions but are not required to do so. A trade union or workers' committee may be formed if 50 employees in an entity express a desire to organize. All trade unions are required by law to belong to the Egyptian Trade Union Federation. Though the law remains in place, in practice employees may form independent worker organizations at the factory, governorate, and national level. In March 2011, the Minister of Manpower and Migration issued a decree recognizing complete freedom of association. The Minister decided that aspects of the Trade Union Law (Law 34 of 1976) violated, and were trumped by, Egypt's ILO and UNHRC commitments. Since March 2011 the Ministry has registered well over 400 independent trade unions without interference, while hundreds more have formed but not yet registered.

The Constitution passed in December 2012 stipulates that "the freedom to form syndicates, unions and cooperatives is guaranteed." The formation of democratic unions is subject to "notification only" – i.e. the government is not allowed to interfere – and only courts, not executive officials, are allowed to place a union under sequestration. However the 2012 constitution also stipulates that "one trade union is allowed per profession;" though the government has yet to put this provision into practice, and no court cases have addressed the issue, it may conflict with the other guarantees and lead to conflict since many sectors now have more than one union. The government has drafted a Freedom of Association Law, but not yet passed the legislation. Employers complain that the incongruence between labor provisions in the 2012 Constitution, the 2011 Ministerial Decree, and the Trade Union Law of 1976 causes uncertainty when dealing with workers' representatives. The ILO's Committee of Experts recognized Egypt's 2011 declaration on freedom of association as a positive step and emphasized that a law codifying these changes should be enacted as soon as possible.

Formally, workers in Egypt have the right to strike peacefully, provided a general trade union organizes the strike in defense of vocational, economic, and social interests and announces it at least ten days in advance. Strikers by law must also notify the employer and concerned administrative officials of the reasons and time frame of the strike. The law prohibits strikes in strategic or vital establishments in which the interruption of work could result in disturbing national security or basic services provided to citizens. In

practice, however, workers strike regularly in all sectors without following these procedures. The number of strikes increased significantly in 2011-12. The ILO's Committee of Experts has criticized the 1976 Trade Union Law for mandating that only formerly government-controlled General Trade Unions may organize strikes and that workers must notify employers in advance of strike actions.

Collective negotiation is allowed between trade union organizations and private sector employers or their organizations when attempting to improve labor terms, conditions, and employment provisions; cooperating between labor parties to achieve social development for workers of an establishment; and settling disputes between workers and employers. Agreements reached through negotiations are recorded in collective agreements regulated by the Unified Labor law. Collective bargaining is technically not permitted in the government and public sectors, though it exists in practice. The government often intervenes to limit or manage collective bargaining negotiations in all sectors.

The Ministry of Manpower and Migration sets worker health and safety standards, which also apply in public and private free zones and the Special Economic Zones (see below). Enforcement and inspection, however, are uneven. The Unified Labor Law prohibits employers from maintaining hazardous working conditions, and workers have the right to remove themselves from hazardous conditions without risking loss of employment.

Egyptian labor laws allow employers to close or downsize for economic reasons. The government, however, has taken steps to halt downsizing in specific cases. The unemployment insurance law, also known as the Emergency Subsidy Fund Law No. 156 of 2002, sets a fund to compensate employees whose wages are suspended due to partial or complete closure of their firm or due to its downsizing. The Fund allocates financial resources that will come from a 1 percent deduction from the base salaries of public and private sector employees.

According to foreign investors, certain aspects of Egypt's labor laws and policies are significant business impediments, particularly the difficulty of dismissing employees. The 2003 Unified Labor Law is somewhat more flexible in this area than the previous one, allowing employers and employees to terminate employment contracts under specific circumstances, but the process is still not easy. The privatization program in some cases also required a company's new owner to retain all workers. The government has, however, used privatization proceeds to offer early retirement and/or other separation incentive packages to workers in some privatized companies.

The Labor Law 12 of 2003 requires that foreign workers account for no more than 10 percent of the total workforce of a firm, though this requirement can be waived by the Ministry of Manpower and Migration. This law's requirements do not apply to the oil and gas industry, but most or all individual concession agreements have some sort of requirement on percentage of local employees.

In 2011 the Ministry of Manpower and Migration enacted regulations designed to restrict access for foreigners to Egyptian worker visas, though application of these provisions has been inconsistent. Visas for unskilled workers will be phased out. For most other jobs employers may hire foreign workers on a temporary six-month basis, but must also hire two Egyptians to be trained to do the job during that period. Only jobs where it is not

possible for Egyptians to acquire the requisite skills will remain open to foreign workers. In practice, it is not clear how diligently the government is enforcing these provisions.

### **Foreign-Trade Zones/Free Ports**

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Public and private free zones are authorized under the Investment Incentive Law and are established by a decree from GAFI. Free zones are located within the national territory but are considered to be outside Egypt's customs boundaries, granting firms doing business within them more freedom on transactions and exchanges. Companies producing largely for export (normally 80 percent or more of total production) may be established in free zones and operate in foreign currency. Free zones are open to investment in any sector, by foreign or domestic investors. Companies operating in free zones are exempted from customs duties, sales taxes or taxes and fees on capital assets and intermediate goods.

There are currently 10 public free zones in operation in the following locations: Alexandria, Damietta, East Port Said Port Zone, Ismalia, Koft, Media Production City, Nasr City, Port Said, Shebin el Kom, and Suez. The Port Said free zone was initially scheduled to be phased out by 2007, but the government has extended the timeline multiple times, and Port Said continues to operate as a free zone. Private free zones may also be established with a decree from GAFI but are usually limited to a single project. Priority is given to export-oriented industrial projects. There is no restriction on foreign ownership of capital in private free zones.

The Special Economic Zones (SEZ) Law 83 of 2002, allows establishment of special zones for industrial, agricultural, or service activities designed specifically with the export market in mind. The law allows firms operating in these zones to import capital equipment, raw materials, and intermediate goods duty free. Companies established in the SEZs are also exempt from sales and indirect taxes and can operate under more flexible labor regulations. The first SEZ was established in the northwest Gulf of Suez. The Gulf of Suez SEZ is concentrated in a 20 square kilometer region around the port of Ain Sokhna, and has attracted foreign investments from China.

Law No. 19 of 2007 authorized creation of investment zones, which require Prime Ministerial approval for establishment. The government regulates these zones through a board of directors, but the zones are established, built and operated by the private sector. The government does not provide any infrastructure or utilities in these zones. Investment zones enjoy the same benefits as free zones in terms of facilitation of license-issuance, ease of dealing with other agencies, etc., but are not granted the incentives and tax/custom exemptions enjoyed in free zones. Projects in investment zones pay the same tax/customs duties applied throughout Egypt. The aim of the law is to assist the private sector in diversifying its economic activities.

### **Foreign Direct Investment Statistics**

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Foreign direct investment came to a virtual standstill following the revolution. Egypt's foreign direct investments were negative during the last quarter of calendar 2011, and went up to \$636 million in the first quarter of 2012 and \$1.9 billion in the second. Until security and stability return to the country and greater clarity is achieved in the political transition, Egypt is unlikely to see substantial investment inflows.

Measurements of foreign direct investment (FDI) in Egypt vary according to the source and the definitions employed to calculate the figure. The Ministry of Petroleum keeps statistics on investment in the oil and gas sector (which accounts for the bulk of FDI in Egypt), while GAFI keeps statistics on all other investments. The Central Bank records figures on quarterly and annual investment flows based on financial records, for Egypt's balance of payments statistics. There are wide disparities between the three sources, and none can be considered definitive in assessing levels of foreign investment. GAFI's figures are calculated in Egyptian Pounds at the historical value and rate of exchange, with no allowance for depreciation and are cumulative starting from 1971. GAFI statistics indicated that U.S. investors had FDI in Egypt at a total of \$5.8 billion for the period of 1971 - 2008 outside the oil/gas sector. The U.S. has historically ranked first in terms of FDI in Egypt, but starting in 2007 was outpaced by the EU in annual spending on FDI.

Prior to the revolution, U.S. firms were active in a wide range of manufacturing industries, producing goods for the domestic and export markets. Examples of U.S. investors include American Express, AIG, American Standard, Bechtel, Bristol-Myers Squibb, Cargill, Citibank, Coca-Cola, Commercial International Bank, Energizer, ExxonMobil, Eveready, General Motors, GlaxoSmithKline, Guardian Industries, H.J. Heinz, Johnson and Johnson, Devon Energy, Microsoft, Procter and Gamble, Pfizer, PepsiCo, Pioneer, and Xerox. Leading investors from other countries include such companies as BG, ENI-AGIP, Shell, and Union Fenosa (in the oil/gas sector), Unilever, the M.A. Kharafi Group (Kuwait), and the Kingdom Development Company (Saudi Arabia).

Inflows into Egypt, \$US Billions									
	FY2004	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012
Foreign Direct Investment	0.4	3.9	6.1	11.0	13.2	8.1	6.8	2.2	1.6
Portfolio Investment	-.2	.8	2.8	-.9	-1.4	-9.2	7.9	-2.6	-5.0
US FDI	0.2	2.0	4.6	4.7	6.4	3.5	1.4	1.8	.4

Source: Central Bank of Egypt

## Web Resources

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Central Bank of Egypt: <http://cbe.org.eg/>

Ministry of Finance: <http://www.mof.gov.eg/english/Pages/Home.aspx>

Ministry of Industry and Foreign Trade: <http://www.mfti.gov.eg/english/index.htm>

General Authority for Investment: <http://www.gafinet.org/English/Pages/default.aspx>

Egyptian Government Portal: <http://www.egypt.gov.eg/english/>



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## Chapter 7: Trade and Project Financing

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### **How Do I Get Paid (Methods of Payment)**

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U.S. exporters to Egypt typically rely on Letters of Credit (LOC's) from Egyptian buyers, arranged by the latter through Egyptian banks, confirmed irrevocably by an American bank. Wire transferring through a SWIFT is another option. Other financing sources include: the U.S. Export-Import Bank (EXIM) and, for investors, the U.S. Overseas Private Investment Corporation (OPIC). Recent reports show that U.S. firms would prepare advance payment rather than LOC's. The Central Bank of Egypt (CBE) currency auction created a scarcity of foreign currency in Egypt. Tighter credit terms offered by the EU, Japan and China have required importers to seek full LOCs or cash-in-advance payments for imports. Importers are applying for foreign currency from banks and can be delayed 15-20 days in accessing foreign currency.

### **How Does the Banking System Operate**

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According to the CBE, the Egyptian banking system currently consists of 39 banks, split between commercial and non-commercial, public and private sector banks. In practice, the vast majority of these banks operate as commercial banks, although there are a few specialized banks (such as for agriculture and real estate). National Bank of Egypt is a large public sector bank, as is Bank Misr, and Banque du Caire. All banks in Egypt are subject to supervision by the CBE. However, the Arab International Bank, Nasr Social Bank, and the National Investment Bank are exempted due to special provisions in law and treaty.

Egypt aggressively consolidated and reformed the banking system under the 2003 banking law (Law 88 of 2003) Presidential Decree (No. 64 for 2005 which raised the minimum capital requirements for banks sharply (from LE 100 million to LE 500 million for domestic banks and from \$10 million to \$50 million for branches of foreign banks).

Citibank is the only American bank operating in the Egyptian market as a full service bank. J.P. Morgan Chase, and Bank of New York, have only representative offices.

### **Foreign-Exchange Controls**

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Foreign exchange regulations fall under Law No 88/2003. Under the law, individuals and businesses can hold foreign currency in Egypt and can have local bank accounts denominated in foreign currency. Individuals can buy foreign currency and transfer it abroad. Any individual or business can engage in a foreign currency transaction if using



a bank or foreign-exchange bureau that is licensed to trade in foreign currencies. The banks and foreign exchange bureaus submit statements of all their transactions to the CBE, which ultimately controls all foreign exchange transactions.

A new profit repatriation system was announced by the CBE in June 2002 whereby sub-custodian banks are required to open two accounts for foreign investors (global custodians), a foreign currency account and a local currency account, which will be exclusively maintained for stock exchange transactions only. The two accounts will serve as a channel through which foreign investors can process their sale, purchase, dividend collection and profit repatriation transactions using the official exchange rates.

Following the January 2011 Revolution, the CBE put new restrictions on transferring foreign currency out of the country. Each individual is allowed to only transfer \$100,000 per person in a lifetime. As for commercial transactions, they should be supported with specific documents to justify the transfer. Travelers out of the country are allowed to carry maximum \$10,000. There are no indications on how long these new restrictions will be in place.

Since December 2012, new Central Bank monetary policies have led to increased scarcity of foreign exchange. Businesses must wait in order to get much needed foreign exchange from the banks. For those not on the list of priority sectors, such as food, medicines, and fuel, it is even more difficult. Many businesses therefore have to resort to the parallel market, where prices for foreign exchange are higher, in order to pay for their imported goods. A deal with the IMF is being negotiated which if approved would provide Egypt with additional foreign currency reserves. The Central Bank would be in a stronger position to manage a further depreciation of the pound should the IMF deal be approved.

#### **U.S. Banks and Local Correspondent Banks**

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##### **Citibank**

Mr. Aftab Ahmed, Country Officer  
4 Ahmed Pasha St., Garden City, Cairo  
Tel: +20 (2) 2791-0673, +20 (2) 7913 524 Fax: +20 (2) 2795-8056  
Website: <http://www.citibankegypt.com/egypt/homepage/home.htm>

##### **Bank of Alexandria**

Mr. Bruno Gamba, Chairman and Managing Director  
49 Kasr El Nil St., Down Town, Cairo  
Tel: +20 (2) 2391-3822, +20 (2) 2399-2000 +20 (2) 2393-4999 Fax: +20 (2) 2390-7793  
<http://www.alexbank.com/>

##### **Bank of New York (rep. Office)**

Mr. Tarek El Refaie, Chief Representative  
9 Abdel Moneim Riad St., Mohandeseen, Giza  
Tel: +20 (2) 3336-5818, +20 (2) 3336-5822, +20 (2) 3336-5823 Fax: +20 (2) 3336-5816  
<http://www.bnymellon.com/>

##### **Bank Misr (Banque Misr)**

Mr. Mohamed Kamal El-Din Barakat, Chairman  
151 Mohamed Farid St., Downtown, Cairo

Tel: +20 (2) 2391-4239/0656 Fax: +20 (2) 2393-5381  
<http://www.banquemisr.com/sites/engbm/Pages/default.aspx>

National Bank of Egypt  
Mr. Hisham Ahmed Okasha, Deputy Chairman  
1187 Corniche Al Nil, Boulak, Cairo  
Tel: +20 (2) 2594-5000, +20 (2) 2594-5668, +20 (2) 2594-5600 Fax: +20 (2) 2574-7614  
<http://www.nbe.com.eg/>

Arab International Bank  
Mr. Mohamed Abduljawad, Deputy Chairman and Managing Director  
35 Abdel Khalek Tharwat St., Downtown, Cairo  
Tel: +20 (2) 2397-0202, +20 (2) 2392-6749, +20 (2) 2391-6120/7133/2140 Fax: +20 (2) 2391-5922, +20 (2) 2395-5102  
<http://www.aib.com.eg>

BNP Paribas  
Mr. Jany Gerometta, Territory Head for Egypt and Managing Partner  
3 Latin America St., Garden City, Cairo  
Tel: +20 (2) 19267, +20 (2) 16664, +20 (2) 2795-7943 Fax: +20 (2) 2794-2218  
<http://egypt.bnpparibas.com/en/home/default.asp>

Cairo Barclays Bank  
Mr. Khaled El-Gibaly, Managing Director  
12 Al Sheikh Youssef Sq., Garden City, Cairo  
Tel: +20 (2) 16222, +20 (2) 2366-2620/2700/2600 Fax: +20 (2) 2366-2814/2810/2811  
<http://www.barclays.com/africa/egypt/>

Commercial International Bank (CIB)  
Mr. Hisham Ezz Al Arab, Chairman  
Nile Tower Bldg., 4th Fl., 21/23 Charles DeGaulle St., Giza  
Tel: +20 (2) 3747-2000, +20 (2) 3570-2690, +20 (2) 3570-3043 Fax: +20 (2) 3568-3844  
<http://www.cibeg.com/en/Pages/default.aspx>

HSBC  
Mr. Mr. Andrew Long, Deputy Chairman & Chief Executive Officer  
306 Corniche El Nil St. Maadi, Cairo  
Tel: +20 (2) 2529-8000, 25298751, +20 (2) 3535-9100 Fax: +20 (2) 2525-8080  
<http://www.hsbc.com.eg/1/2/>

Ahli United Bank  
Mr. Fahad Al-Rajaan  
1191 Corniche El Nil, Floor 9  
Tel: +20 (2) 2614-9500/9600/9700, +20 (2) +02-25801200/1201/1205 Fax: +20 (2) 2613-5160, Fax: +20 (2) 2619-0574  
[http://www.ahliunited.com/egypt/egypt\\_about.html](http://www.ahliunited.com/egypt/egypt_about.html)

**Project Financing**

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**OBTAINING FINANCING**

The emerging securities market, donor-assistance credit lines such as bilateral aid, EU credits for the private sector, and the Social Fund for Development, offer alternatives to financing from banks. Also, a new system, which began operating in 2004, allows 13 financial institutions listed with the Ministry of Finance, including banks and bond dealers, to underwrite primary issues of government securities and activate trading in the secondary market through sale, purchase, and repurchase agreement of government securities based on a multiple-price auction system.

The Cairo and Alexandria Stock Exchanges, now called the Egyptian Stock Exchange (EGX), is the only stock exchange in Egypt and it has grown significantly in volume and value in the past few years.

## **EGYPTIAN FINANCIAL AND INSURANCE MECHANISMS**

The local banking system in Egypt is the main source of finance for Egyptian exports. Export financing is usually short-term and is intended to cover the exporter's working capital during the production period. The period of financing ranges from between three to four months to as much as one year. Banks normally do not finance long-term export contracts unless guaranteed by an export guarantee company. The exporter may use loans to finance imported inputs or locally produced ones. Banks prefer to lend exporters the same currency they will receive in payment for its exports to reduce foreign exchange risk.

Banks may finance from 40% to 80% of the value of an export order, based on the form of a contract, shipping documents, insurance documents, or a letter of credit (L/C), and the credibility of the exporter. If the exporter is not well known in the market and does not have a proven track record, banks will request that the importer open an L/C to reduce their risk.

Egypt has one export guarantee company, the Export Credit Guarantee Company of Egypt (ECGC), established by the Export Development Bank of Egypt, National Investment Bank, Misr Insurance Company, Al Shark Insurance Company, Misr Life Insurance Company, and National Bank of Egypt. It provides guarantees against importer's risk or political risk to Egyptian or foreign exporters who export products that are totally or partially produced in Egypt. "Importer's risk" is defined as the importer's inability to pay for the exported goods or his/her refusal to receive the shipping documents of exported goods, although the exporter fulfilled all obligations. ECGC's guarantee also covers political risk (non-commercial), which includes the following: cancellation of the importer's license by his/her country's authorities; refusal of entry of goods by the importer's government; denial of permission to transit a country's territory; seizure or confiscation of exported goods by the importer's country or the transit country; insolvency of a public-owned importer; or military actions or civil disturbances that affect the importer's assets. The guarantee, on the other hand, does not cover foreign exchange risk and risks pertaining to the nature of the goods.

Whenever ECGC receives a request for guarantee, it investigates the importer thoroughly. Based on the importer's financial status and estimated country risk, ECGC decides on a coverage limit and informs the exporter. The guarantee can reach up to 80 percent of the importer's outstanding debt. ECGC receives 0.5-2 percent premium depending on the importer's country and the product exported. The exporter can then sell the guarantee to his/her bank.

## **THE WORLD BANK GROUP**

The World Bank Group is a multilateral lending agency consisting of four closely related institutions: the International Bank for Reconstruction and Development (IBRD), the International Development Association (IDA), the International Finance Corporation (IFC), and the Multilateral Investment Guarantee Agency (MIGA). The World Bank provides loans to developing countries to help reduce poverty and to finance investments that contribute to economic growth. Because Egypt is now a middle-income developing country, it is no longer eligible for loans from the World Bank's "soft" financing arm, the IDA, but it is still eligible for regular World Bank IBRD loans.

The IFC is an affiliate of the World Bank that provides project financing for private investment in developing countries. IFC offers long-term loans and equity investments, as well as other financing services. IFC will generally invest up to 25% of the total project cost. In addition to project finance, IFC also provides legal and technical assistance to private enterprises. Unlike the IBRD and IDA, the IFC does not require government guarantees. Egypt is one of the largest users of IFC funds in the world. U.S. companies seeking direct investment funds should contact the IFC directly.

For further information and assistance contact the U.S. Commerce Department's Commercial Service Liaison Staff, Office of the U.S. Executive Director, The World Bank, 1818 H Street NW, Washington DC 20433, USA. Tel: 202-473-1000, Fax: 202 477-6391. Website: [www.worldbank.org](http://www.worldbank.org). The U.S. Commercial Service representative at the World Bank is:

U.S. Business Liaison  
David Fulton, Advisor & Director of Business Liaison  
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## **USAID PROGRAMS**

### **BACKGROUND AND OVERVIEW OF USAID IN EGYPT**

The United States Agency for International Development (USAID) began its on-going program in Egypt in 1976 during a period when Egypt was facing extreme economic and political challenges. After 1979, following the Camp David Accord, Egypt became one of the United States' largest economic assistance program partners in the world.

### **PROCUREMENT OPPORTUNITIES**

There are two main sources of information about procurement opportunities related to USAID programs in Egypt:

- Fed Biz Opps website, (<https://www.fbo.gov/>) in which all USAID direct and USAID-financed Egyptian Government procurement is advertised;

- USAID's on-line website (<http://www.usaid.gov>). This on-line service also has background on the AID program and its relevance to U.S. interests at home and abroad.

Most commodity procurement is done under subcontract or by Egyptian Government arrangements, rather than directly by USAID.

## Web Resources

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Export-Import Bank of the United States: <http://www.exim.gov>

Country Limitation Schedule: [http://www.exim.gov/tools/country/country\\_limits.html](http://www.exim.gov/tools/country/country_limits.html)

OPIC: <http://www.opic.gov>

Trade and Development Agency: <http://www.tda.gov/>

SBA's Office of International Trade: <http://www.sba.gov/oit/>

USDA Commodity Credit Corporation: <http://www.fsa.usda.gov/cc/default.htm>

U.S. Agency for International Development: <http://www.usaid.gov>

African Export-Import Bank: [www.afreximbank.com](http://www.afreximbank.com)

The World Bank: <http://www.worldbank.org/>

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## Chapter 8: Business Travel

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### Business Customs

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Egyptian and foreign business community members who have broad experience in the market give the following suggestions:

- **Have Patience:** Unfamiliar paperwork processes and bureaucratic procedures can sometimes make business move somewhat slowly in Egypt. In light of this, contract negotiations can take more time than expected. It may take a year or more, but in the end, a mutually profitable contract is attainable.
- **Get Acquainted with Local Culture:** Egyptians are a proud people who trace their civilization back 5,000 years. Take time to learn the culture and develop an appreciation for the Islamic faith. All private business leaders and most high-level government officials have a good command of English. Learn as much Arabic as possible - it pleases Egyptians if you know key phrases in Arabic ... Good Morning (Sabah El Kheir), Good Evening (Massaa El Kheir), etc.
- **Be Personable:** When you visit a businessperson, don't just walk in, shake hands, and get down to business. If you have previously met with the person, chat about common friends; ask after their family, children, etc.
- **Do Your Homework:** The Egyptian market is a complex and highly competitive one. You have to study the market very well before starting a business. A competent Egyptian agent will be instrumental to success in the Egyptian market. Find yourself a good local representative with the help of the U.S. Commercial Service at the American Embassy or a reliable business group.
- **Remain Flexible:** The Egyptian market, like anywhere in the Middle East, is a changing one. It may not be advisable for the terms of a contract to remain the same during its entire duration. Changing conditions in the market may necessitate exploring different markets or changing from partnership to technology transfer or royalty provisions.

- **Send Your Best:** Your most experienced executive with knowledge of the area will be most successful in the Egyptian business community, particularly in a culture that respects age, experience and education.
- **Business Rules:** When doing business in Egypt, be prepared to adjust to Egyptian business expectations. While this process can be time consuming, most foreign companies, once they have established a base in Egypt, find the Egyptian market a worthwhile and profitable place to do business.

## Travel Advisory

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For the latest security information, U.S. citizens traveling abroad should regularly monitor the Department of State's Internet website at <http://travel.state.gov/> where the following information can be found:

Worldwide Caution: [http://travel.state.gov/travel/cis\\_pa\\_tw/cis/cis\\_1108.html](http://travel.state.gov/travel/cis_pa_tw/cis/cis_1108.html)

Follow on Twitter at **@USEmbassyCairo** and the Bureau of Consular Affairs page on Facebook at **@USEmbassyCairo** as well.

Travelers should check this link for any updates to the security situation before leaving the U.S. Travel alerts to Egypt can be found at [http://travel.state.gov/travel/cis\\_pa\\_tw/pa/pa\\_5602.html](http://travel.state.gov/travel/cis_pa_tw/pa/pa_5602.html)

Business travelers to Egypt seeking appointments with U.S. Embassy Cairo officials should contact the Commercial Service in advance at +20 (2) 2797-2340, fax at +20 (2) 2795-8368, or e-mail at: [Office.Cairo@trade.gov](mailto:Office.Cairo@trade.gov).

U.S. citizens are advised to maintain valid travel documents and enroll with the Department of State or the U.S. Embassy Cairo through the State Department's Smart Traveler Enrollment Program website <https://travelregistration.state.gov/>.

## Visa Requirements

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A passport and visa are required for all non-Egyptian visitors traveling to Egypt. For specific requirements, consult the Egyptian Embassy in the United States, 3521 International Court, NW, Washington, D.C. 20008, <http://www.egyptembassy.net/>, (202/895-5400) or nearest Consulate General: CA (415/346-9700), IL (312/828-9162), NY (212/759-7120), or TX (713/961-4915). American citizen holders of blue passports can obtain a visa at the airport upon arrival for 15 U.S. Dollars. Having exact change will expedite the process. Holders of official passports must obtain a visa before arriving in Egypt.

More information can also be found at the State Department's Egypt Country Specific Information sheet website: [http://travel.state.gov/travel/cis\\_pa\\_tw/cis/cis\\_1108.html](http://travel.state.gov/travel/cis_pa_tw/cis/cis_1108.html). U.S. Companies that require travel of foreign businesspersons to the United States should be advised that security evaluations are handled via an interagency process. Visa applicants should go to the following links:

State Department Visa Website: <http://travel.state.gov/visa/>

United States Visas.gov: <http://www.unitedstatesvisas.gov/>

Consular Section of the U.S. Embassy: <http://cairo.usembassy.gov/consular/index.htm>

State Department Visa Website: <http://travel.state.gov/visa/index.html>

United States Visas.gov: <http://www.unitedstatesvisas.gov/>

## Telecommunications

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The international dialing code for Egypt is +20. Calling landlines may require a city code such as (2) for Cairo and (3) for Alexandria. Cell phones have 11 digits. There are three companies providing cell phone services: Mobinil starts with 0122, 0127 or 0128. Vodafone starts with 0100, 0106, 0109 or 0101. Etisalat starts with 0111, 0114, 0112 or 0115. Should you dial a landline from a mobile phone; you need to dial 0 plus the city code.

The Government of Egypt offers free dial up, and using these 0777 numbers accesses Internet through ISPs, and billing is the same as making a local phone call. Wireless Internet can be found in many of the 5 star hotels and some cafes.

## Transportation

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**Air and Sea:** Egypt is an important air terminus for the Middle East, and Cairo is served by many major airlines. Currently, Egypt Air is the only airline serving Egypt non-stop from/to the U.S., with United code-sharing with Lufthansa and Egypt Air (Star Alliance) and Delta with KLM, and Air France (Sky Team). Other major international airlines represented in Cairo include: Air France, Alitalia, British Airways, Japan Airlines, and Swissair. Shipping lines serving Port Said and Alexandria (the largest port on the Mediterranean) are Adriatica, Farrel, Lykes, Ogden, Prudential, and American President Lines. Egypt has its own merchant fleet.

**Local:** Using Cairo's black and white taxis effectively require some basic Arabic phrases and practice. If you're going to an area you do not know well, ask about local landmarks – such as hotels or cross streets – to help you and the driver find the location. Negotiating the fare is best done before the trip. Although some taxis have meters, the official rate is so low, the obligation to pay something realistic is clear. While newer, larger taxis command higher fares, the cost is very reasonable, much less than in the U.S. In 2006 a new fleet of yellow taxis began operations. These taxis – bright yellow in color – can be found waiting at selected locations around Cairo, and may also be called for pick-up. These taxis charge based upon the meter. In April 2009, taxis that are 20 years or older have been replaced by new white cabs with black-checkered stripes. The price of riding a new cab includes a LE 2.50 (\$0.37) base fair, including the first kilometer, and a LE 1.25 (\$0.18) charge for every additional kilometer.

The Cairo Metro is a light rail system, partly underground. One line runs from al-Marg in the north through the center of the city to Maadi and on to Helwan. Another line runs from Shoubra El Kheima, north of Cairo, to Ramses Station in the city center. A third line runs from Tahrir Square passing by the Cairo Opera House and ending at Cairo University in Giza. A new line runs now from Abasseya Square to Attaba Square,



downtown. Although travel is quicker below ground than above, the Metro is not always recommended during times of unrest.

**Regional:** The Western Desert Highway, a high-speed toll road, and the busier Delta Road connect Alexandria and Cairo. Buses take 3½ hours between the cities, including a rest stop. A non-stop train takes just over 2 hours.

**Traffic Safety and Road Conditions:** The roads in Egypt can be hazardous, particularly at night outside major cities. Cars and trucks frequently travel at night without headlights and at a high rate of speed. There are few, if any, areas for a vehicle with mechanical problems to pull off the paved surface and no system for warning other motorists. Wild animals can regularly be found on the roads at night. Traffic regulations are routinely ignored. Roads in Cairo are congested and traffic is badly regulated. With such hazards, it is not surprising that Egypt is one of the world's leaders in fatal auto accidents. It is also strongly suggested that seatbelts be worn at all times. As an alternative, the Cairo Metro (subway) system is good, but buses and commuter micro-buses are usually extremely crowded and poorly maintained. These are not recommended. For those who prefer to go on foot, sidewalks and pedestrian crossings are non-existent in many areas and drivers do not yield the right-of-way to pedestrians. Additionally, emergency and intensive care facilities are limited outside of Cairo.

For additional general information about road safety, including links to foreign government sites, see the Department of State, Bureau of Consular Affairs home page at [http://www.travel.state.gov/travel/tips/safety/safety\\_1179.html](http://www.travel.state.gov/travel/tips/safety/safety_1179.html). For specific information concerning Egypt's driving permits, vehicle inspection, road tax and mandatory insurance, please contact the Egyptian National Tourist Organization offices in New York at Egypt Tourist Authority, 630 Fifth Avenue, Suite 1706, New York, NY 10111; telephone (212) 332-2570 or toll-free, (877) 773-4978; internet website: <http://www.egypttourism.org>; e-mail address: [info@egypttourism.org](mailto:info@egypttourism.org).

## Language

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Arabic is the spoken language of Egypt. Colloquial Cairene Arabic is expressive and rich in words of Coptic, European, and Turkish origins. The written language differs from the spoken. Modern Standard Arabic, based on the language of the Koran, is heard on radio, TV, and in formal speeches. About 85% of Egyptians are Muslim, and Islam is the state religion. Most others are Christian, Copts, Greek Orthodox, Roman Catholic, or Anglican Protestants. Indigenous minorities include about twelve million Copts, Nubians, Bedouin, and a small Jewish community. Coptic has remained the liturgical language of the Coptic Church. English, and to a lesser extent French, is widely spoken amongst the business community and at hotels and tourist destinations.

## Health

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There are many Western-trained medical professionals in Egypt. The U.S. Embassy in Cairo can provide a list of local hospitals and English-speaking physicians. Medical facilities are adequate for non-emergency matters, particularly in tourist areas. Emergency and intensive care facilities are limited. There are no facilities that are at U.S. standards. Most Nile cruise boats do not have a ship's doctor, but some employ a medical practitioner of uncertain qualification. Hospital facilities in Luxor and Aswan are

inadequate, and they are nonexistent at most other ports-of-call. The Egyptian ambulance service hotline is 123, but Egyptian ambulance service is not reliable.

Beaches on the Mediterranean and Red Sea coasts are generally unpolluted. Persons who swim in the Nile or its canals, walk barefoot in stagnant water, or drink untreated water are at risk of exposure to bacterial and other infections and the parasitic disease schistosomiasis (bilharzia).

It is generally safe to eat properly-prepared, thoroughly-cooked meat and vegetables in tourist hotels, on Nile cruise boats, and in tourist restaurants. Eating uncooked vegetables should be avoided. Tap water is not potable. It is best to drink bottled water or water that has been boiled and filtered. Well-known brands of bottled beverages are generally considered to be safe.

Information on vaccinations and other health precautions, such as safe food and water precautions and insect bite protection, may be obtained from the Centers for Disease Control and Prevention's (CDC) hotline for international travelers at 1-877-FYI-TRIP (1-877-394-8747) or via the CDC website. For information about outbreaks of infectious diseases abroad, consult the infectious diseases section of the World Health Organization (WHO) website. The WHO website also contains additional health information for travelers, including detailed country-specific health information.

A list of local hospitals, medical facilities and physicians can be found at the American Citizen Services website: [http://travel.state.gov/travel/cis\\_pa\\_tw/cis/cis\\_1470.html](http://travel.state.gov/travel/cis_pa_tw/cis/cis_1470.html). For the most current information and links on influenza and pandemic preparedness, please visit the [federal government's flu website](#).

**Medical Insurance:** The Department of State strongly urges U.S. citizens to consult their medical insurance company prior to traveling abroad to determine whether the policy applies overseas and whether it covers emergency expenses such as a medical evacuation. Most insurance companies will cover only life-threatening medevacs.

For more information, please see the Department of State's medical insurance overseas page: [http://travel.state.gov/travel/cis\\_pa\\_tw/cis/cis\\_1470.html](http://travel.state.gov/travel/cis_pa_tw/cis/cis_1470.html).

#### **Local Time, Business Hours, and Holidays**

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Typical work hours are Sunday through Thursday 8:00am – 4:30pm. The U.S. Embassy is closed on American and Egyptian holidays.

#### **Temporary Entry of Materials and Personal Belongings**

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Customs Regulations: Egyptian customs authorities enforce strict regulations concerning temporary importation into or export from Egypt of items such as firearms, religious materials, antiques, medications, business equipment, currency, and ivory.

Personal use items such as jewelry, laptop computers, and electronic equipment are exempt from customs fees and are allowed into the country. Commercial merchandise and samples require an import/export license issued by the Egyptian Ministry of Foreign Trade and Industry in Egypt prior to travel and should be declared upon arrival. It is

advisable to contact the Embassy of Egypt in Washington, D.C. or one of Egypt's consulates in the United States for specific information regarding customs requirements.

**Criminal Penalties:** While in a foreign country, a U.S. citizen is subject to that country's laws and regulations, which sometimes differ significantly from those in the United States and may not afford the protections available to the individual under U.S. law. Penalties for breaking the law can be more severe than in the United States for similar offenses. Persons violating Egyptian laws, even unknowingly, may be expelled, arrested or imprisoned.

Penalties for possession, use, or trafficking in illegal drugs in Egypt are strict, and convicted offenders can expect jail sentences and heavy fines. The death penalty may be imposed on anyone convicted of smuggling or selling marijuana, hashish, opium, LSD, or other narcotics. Law enforcement authorities prosecute and seek fines and imprisonment in cases of possession of even small quantities of drugs.

**Consular Access:** U.S. citizens are encouraged to carry a copy of their U.S. passport with them at all times, so that, if questioned by local officials, proof of identity and U.S. citizenship is readily available. In accordance with Article 36 of the Vienna Convention on Consular Relations, to which Egypt is a party, competent authorities in the host country must notify a consular post of the arrest of one of its citizens without delay if requested to do so by the foreign citizen.

**Photography Restrictions:** There are restrictions on photographing military personnel and sites, bridges, and canals, including the Suez Canal. Egyptian authorities may broadly interpret these restrictions to include other potentially sensitive structures, including embassies, other public buildings with international associations, and some religious edifices. Visitors should refrain from taking photographs that include uniformed personnel.

**Children's Issues:** For information on international adoption of children and international parental child abduction, please refer to the website [http://travel.state.gov/abduction/abduction\\_580.html](http://travel.state.gov/abduction/abduction_580.html) or telephone the Overseas Citizens Services call center at 1-888-407-4747. The OCS call center can answer general inquiries regarding international adoptions and will forward calls to the appropriate country officer in the Bureau of Consular Affairs. This number is available from 8:00 a.m. to 8:00 p.m. Eastern Standard Time, Monday through Friday (except U.S. federal holidays). Callers who are unable to use toll-free numbers, such as those calling from overseas, may obtain information and assistance during these hours by calling 1-317-472-2328.

**Embassy Location and Registration:** U.S. citizens living in or visiting Egypt are encouraged to register at <https://travelregistration.state.gov/ibrs/ui/> or at the Consular Section of the U.S. Embassy in Egypt and obtain updated information on travel and security within Egypt. The American Citizens Services (ACS) office of the U.S. Embassy is located at 5 Latin America Street, Garden City, Cairo and is open to the public from 9:00 a.m. until 12:00 noon. The work week in Egypt is Sunday through Thursday and ACS is closed the last Tuesday of each month and on American and Egyptian holidays. Those seeking routine services should schedule an appointment through the online appointment system. Those needing emergency services do not need an appointment.

The mailing address from the United States is: Consular Section, Unit 64900, Box 15, APO AE 09839-4900; in Egypt, it is 8 Kamal el-Din Salah Street, Garden City, Cairo. The main Embassy telephone number is +20 (2) 2797-3300. The Consular Section telephone number is 20-2-2797-2301, the fax number is +20 (2) 2797-2472, and the e-mail address is [ConsularCairo@state.gov](mailto:ConsularCairo@state.gov). Consular information is available via the Internet at <http://egypt.usembassy.gov/visas.html>.

Once a month, American citizen services are available at the American Center, 3 Pharana Street, Azarita, in Alexandria from 11:00 a.m. - 2:00 p.m. Please check the Embassy web site for a schedule. <http://egypt.usembassy.gov/consular/acsalex.html>

Every 5-10 weeks, American citizen services are available at the Cairo American College, Room 600, Maadi, from 10:30 a.m. to 12:30 p.m. Please check the Embassy website for dates <http://egypt.usembassy.gov/consular/acsmaadi.html>.

#### **Web Resources**

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Department of State Travel Sheet on Egypt: <http://travel.state.gov/travel/egypt.html>

U.S. State Department's travel warnings/advisories/Alerts: Worldwide Caution, Travel Warnings, Travel Alerts at [http://travel.state.gov/travel/cis\\_pa\\_tw/pa/pa\\_5602.html](http://travel.state.gov/travel/cis_pa_tw/pa/pa_5602.html)

Embassy of the Arab Republic of Egypt in Washington, DC:

<http://www.egyptembassy.net/>

Consular Section of the U.S. Embassy in Egypt: <http://egypt.usembassy.gov/visas.html>

State Department Travel website: [travel.state.gov](http://travel.state.gov)

State Department Visa Website: <http://travel.state.gov/visa/>

Egypt Tourist Authority: <http://www.egypttourism.org>

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## Chapter 9: Contacts, Market Research and Trade Events

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### Contacts

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#### Contacts

U.S. AND EGYPTIAN CONTACTS: (Note: From the United States, dial international long-distance access, then Country Code: 20, and City Code: 2 for Cairo, or 3 for Alexandria. When dialing from within Egypt, dial 02 for Cairo, 03 for Alexandria.)

#### [U.S. EMBASSY TRADE PERSONNEL:](#)

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Email: [cairo.office.box@trade.gov](mailto:cairo.office.box@trade.gov)  
Website: <http://www.buyusa.gov/egypt/en>

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Website: <http://www.egypt.gov.eg>, <http://www.cabinet.gov.eg>

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Website: <http://www.moj.gov.eg>

Ministry of Foreign Affairs

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1195 Corniche El Nil, Cairo  
Tel: +20 (2) 2577-3915  
Fax: +20 (2) 2577-9676  
E-mail: [clt@idsc.net.eg](mailto:clt@idsc.net.eg)

Chamber of Metallurgical Industries  
Eng. Khaliel Mohey El Din Kandeel, Chairman  
1195 Corniche El Nil Street, 10th Floor, Cairo  
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Fax: +20 (2) 2577-4556  
E-mail: [cmieg@idsc.net.eg](mailto:cmieg@idsc.net.eg)  
Website: [www.cmiegypt.org](http://www.cmiegypt.org)

Chamber of Petroleum & Mining  
Mr. Hady Samir Fahmy, Chairman  
8 El Batal Ahmed Abdel Aziz Str., Abdeen, Cairo  
Tel: +20 (2) 2392-6462  
Fax: +20 (2) 2393-0098  
E-mail: [pet.min.ch@fei.org.eg](mailto:pet.min.ch@fei.org.eg)

Chamber of Pharmaceutical, Cosmetics & Appliances Industries  
Dr. Makram Sayed Mahana, Chairman



26A Sherif St., Immobilia Bldg., Cairo  
Tel: +20 (2) 2393-7270, +20 (2) 2393-7260  
Fax: +20 (2) 2393-7260  
E-mail: [pharmaceutical@hotmail.com](mailto:pharmaceutical@hotmail.com)

Chamber of Printing Industries  
Mr. Khalid Mohammed Abdo, Chairman  
1195 Corniche El Nil, Cairo  
Tel: +20 (2) 2577-0451  
Fax: +20 (2) 2577-7925  
E-mail: [cpi@link.com.eg](mailto:cpi@link.com.eg)

Chamber of Private Sector Healthcare Providers  
Dr. Hesham Mohammed El Kholy, Chairman  
Address: 34, Syria St., Mohandessen, Giza, 13th Floor  
Tel: +20 (2) 33374307  
Fax: +20 (2) 33374307  
E-mail: [hcp\\_chamber@fei.org.eg](mailto:hcp_chamber@fei.org.eg)

Chamber of Textile Industries  
Mr. Mohamed Abdel Reheem Al Morshedy, Chairman  
1195 Corniche El Nil, 6th Floor, Cairo  
Tel: +20 (2) 2579-3289  
Fax: +20 (2) 2577-4329  
E-mail: [etmf@access.com.eg](mailto:etmf@access.com.eg)

Chamber of Wood Working & Furniture Industries  
Mr. Sherif Abd El Hady Abd El Moneim, Chairman  
1195 Corniche El Nil, 9th Floor, Cairo  
Tel: +20 (2) 2577-1778  
Fax: +20 (2) 2577-0358

#### EGYPTIAN TRADE ASSOCIATIONS:

Alexandria Business Association (ABA)  
Dr. Mohamed Bahaa El Din Ghatwary, President  
52 Avenue El Horria St., Alexandria  
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Fax: +20 (3) 487-2411, +20 (3) 487-2206  
E-Mail: [aba@aba.org.eg](mailto:aba@aba.org.eg)  
Website: <http://www.aba.org.eg/>

Borg El Arab Investors Association  
Eng. Mohamed Farag Amer, Chairman  
First Industrial Zone, Borg El Arab, Alexandria  
Tel: +20 (3) 459-3650, +20 (3) 459-2075, +20 (3) 459-1026  
Fax: +20 (3) 459-3650, +20 (3) 459-2075, +20 (3) 459-1026  
E-Mail: [invest.borg@yahoo.com](mailto:invest.borg@yahoo.com); [info@borgassoc.org](mailto:info@borgassoc.org)  
Website: [www.borgassoc.org](http://www.borgassoc.org)

Egyptian Businessmen's Association (EBA)  
Mr. Hussein Fayek Sabbour, Chairman  
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Tel: +20 (2) 2573-6030, +20 (2) 2572-3020, +2-0100-538-4604, +20 (100) 538-4605  
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E-Mail: [eba@eba.org.eg](mailto:eba@eba.org.eg)  
Website: <http://www.eba.org.eg/>

Egyptian Small Enterprise Development Foundation  
General. Youssef Zakrya, Chairman  
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Tel: +20 (2) 3336-3980/1/2, +20 (2) 3336-0452  
Fax: +20 (2) 3336-3983  
E-Mail: [esed00@hotmail.com](mailto:esed00@hotmail.com)  
Website: <http://www.esed.eg.org/>

Egypt's International Economic Forum  
Mr. Mohamed Shafik Gabr, Chairman  
509 Road #10, Off Road # 9, Mokattam, Cairo  
Tel: +20 (2) 25086925, +20 (2) 25086873 / 4  
Fax: +20 (2) 2508-6859  
E-Mail: [eief@eieforum.org](mailto:eief@eieforum.org)  
Website: <http://www.eieforum.org/>

Sadat City Investors Association  
Mr. Arafat Rashed, President  
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Tel: +20 (2) 048 2601614 – 2602992  
Fax: +20 (2) 048 2601468  
E-Mail: [info@sadat-city.com](mailto:info@sadat-city.com)  
Website: [www.sadat-city.com](http://www.sadat-city.com)

Tenth of Ramadan Investors Association  
Dr. Moharam El Sebai Helal, Chairman  
10th of Ramadan City, Banks District, Kafrawy Garden, P.O. Box 73  
Tel: +20 (15) 372-750/1/2, +20 (15) 363-714  
Fax: +20 (15) 363-413 / 5  
E-Mail: [info\\_triaeg@yahoo.com](mailto:info_triaeg@yahoo.com); [ex\\_manager@triaeg.com](mailto:ex_manager@triaeg.com); [tenthtp@idsc.net.eg](mailto:tenthtp@idsc.net.eg)

#### **EGYPTIAN GOVERNMENT AGENCIES:**

Arab Organization for Industrialization (AOI)  
Marshal Abdel Aziz Sif Eldin, Chairman  
2D Midan El Abbassia, Cairo  
Tel: +20 (2) 2482-3377/94  
Fax: +20 (2) 2482-6010  
Website: <http://www.aoi.com.eg/aoieng/>

The Egyptian Financial Supervisory Authority

Dr. Ashraf El Sharkawy, Chairman  
Smart Village, Building 5A-84B, Km 28 Cairo-Alexandria  
Desert Road, Giza, Postal Code 12577  
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Website: [http://www.cma.gov.eg/cma/jtags/english/default\\_en.jsp](http://www.cma.gov.eg/cma/jtags/english/default_en.jsp)

Central Agency for Public Mobilization & Statistics (CAPMAS)  
Mr. Abu Bakr El Gindy, President  
Salah Salem St., Nasr City, Cairo  
Tel: +20 (2) 2402-4632 2402-1559, 2402-2575, Fax: +20 (2) 2402-4099  
Website: <http://www.capmas.gov.eg/>

Central Bank of Egypt  
Mr. Hisham Ramez, Governor  
31 Kasr El Nil St., Cairo  
Tel: +20 (2) 2392-6211, +20 (2) 2392-6108, Fax: +20 (2) 2392-5045, +20 (2) 2392-6361  
Website: <http://www.cbe.org.eg/>

Commercial Representation Office  
Mr. Anwr El Sahragty, Director  
Ministry of Finance, Tower # 5, Second Floor, Nasr City, Cairo  
Tel: +20 (2) 2342-1550, +20 (2) 2342-4030, Fax: +20 (2) 2342-4010

Customs Authority  
Mr. Fouad Al Khapaty, Director General  
Ministry of Finance, Tower # 3, Third Floor, Nasr City, Cairo  
Tel: +20 (2) 2342-2016, +20 (2) 2342-2014, Fax: +20 (2) 2342-2280  
Website: <http://www.customs.gov.eg/>

Egypt Air Holding Company  
Captain Tawfik Aasy Chairman  
Egypt Air Administration Complex, Airport Road, Cairo  
Tel: +20 (2) 2267-6542, Fax: +20 (2) 2696-3334  
Website: <http://www.egyptair.com.eg/docs/inside/staff.htm>

Egyptian General Petroleum Corp. (EGPC)  
Eng. Tarek El Partkawy, CEO  
Palestine St., 4th Sector, New Maadi, Cairo  
Tel: +20 (2) 2518-4960, 2706-5345, 2703-1438/9/40/41/42  
Fax: +20 (2) 2518-4963, 2706-5359  
Website: <http://www.egpc.com.eg/>

Egyptian Radio & TV Union (ERTU)  
Mr. Ismail El Sheshtawy, Chairman  
TV Bldg., Corniche El Nil, Cairo  
Tel: +20 (2) 2578 7120, 2578 7029, 2574- 6881  
Fax: +20 (2) 2575-9629, 2578- 9310, 2574-6989  
Website: <http://www.ertu.org/>

Egyptian Tourist Authority (ETA)  
Ambassador Naser Hamdy, Chairman  
Misr Travel Bldg., Abbassia, Cairo  
Tel: +20 (2) 2683-9968, + 2685-4509, 2685-4788, Fax: +20 (2) 2685-4363  
Website: <http://www.egypttourism.org/New%20Site/index.htm>

General Authority for Export & Import Control (GOEIC)  
Eng. Mohamed Shafik, Chairman  
1 El Sheikh Maarouf St. (Corner of Ramses St.) Downtown  
Fax: +20 (2) 2576-6971, +20 (2) 2575-8195  
Cairo AirPort Office:  
Tel: +20 (2) 19591, 2266 9703  
<http://www.goeic.gov.eg/en/akhbardetindex.asp?id=203>

General Organization for Int'l Exhibitions & Fairs (GOIEF)  
Mr. Ahmed El Dip, Chairman  
Fair Grounds, Nasr City, Cairo  
Tel: +20 (2) 2260-7810/1/5/6/7/8/9  
Fax: +20 (2) 2260-4548/21  
Website: <http://www.goief.gov.eg/internal%20eng.htm>

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Mr. Sameh Ibrahim Director  
96 Ahmed Orabi St., Mohandessin  
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Fax: +20 (2) 3303-5332, +20 (2) 3346-3497

New Community Authority  
Eng. Abdel Raouf Shoky Deputy Director  
Housing Bldg., 1 Ismail Abaza St., Cairo  
Tel: +20 (2) 3851 9875/6/9, Fax: +20 (2) 2792-1408

Sales Tax Authority  
Mr. Mamdouh Omar, Director  
4 El Tayaran St., Nasr City, Cairo  
26 El-Obour Bldg., Nasr City, Cairo  
Tel: +20 (2) 2403-4893 / 96, +20 (2) 2405-0536 / 35, Fax: +20 (2) 2401-2702  
Website: <http://www.salestax.gov.eg/>

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120 Mohey El Din Aboul Ezz St., Dokki, Giza  
Tel: +20 (2) 16733, 3336 4371, +20 (2) 3336 4873, Fax: +20 (2) 333612985  
Website: <http://www.sfdegypt.org>

Cairo Alexandria Stock Exchange  
Dr. Mohamed Omran, Director  
4A El Sherifien St., Downtown, Cairo  
Tel: +20 (2) 2395-9200, +20 (2) 2392-8698, +20 (2) 2392-1402 / 47

Fax: +20 (2) 2395-5799

Website: <http://www.egyptse.com/English/homepage.aspx>

Suez Canal Authority

Marshall Mohab Mamish, Chairman

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Eng. Omar El Shikh, Chairman

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Website: <http://www.telecomegypt.com.eg/home-en.asp>

## U.S. AND EGYPTIAN ORGANIZATIONS AND ASSOCIATIONS:

### U.S. Egypt Business Council

Khush Choksy, Executive Director

U.S. Chamber of Commerce

1615 H Street, NW

Washington, D.C. 20062

Tel. (202) 463-5596

Cell. (202) 604-9058

[www.usegyptcouncil.org](http://www.usegyptcouncil.org)

Egypt – U.S. Business Council

Hani Cassis, Chairman

Tel: +20 (2) 267 137 30

Email: [chairman@egyptuscouncil.com](mailto:chairman@egyptuscouncil.com)

National U.S.-Arab Chamber of Commerce

Mr. David Hamod, President

1023 15th Street, N.W., 4th Floor

Washington, D.C. 20005

Tel: (202) 289-5920, Fax: (202) 289-5938

Website: <http://www.nusacc.org/>

American-Arab Chamber of Commerce

Mr. Fay Beydoun, Executive Director

4917 Schaefer, Suite 215

Dearborn, MI 48126

Tel: (313) 945-1700, Fax: (313) 945-6697

Website: <http://www.americanarab.com/>

American Egyptian Cooperation Foundation (AECF)

Terence P. Moran, Ph.D.

235 East 40th Street, Suite 22A

New York, NY 10016

Tel: (212) 867-2323, Fax: (212) 697-0465  
Website: <http://www.americanegyptiancoop.org/>

Egyptian-American Cultural Association (EACA)  
Mr. Mohamed El Shinnawi, President  
P.O. Box 9551, Washington, D.C. 20016  
Website: <http://www.eacaonline.org/>

#### OTHER CHAMBERS OF COMMERCE IN EGYPT:

American Chamber of Commerce in Egypt  
Mr. Anis A. Aclimandos, President  
Hisham Fahmy, Executive Director  
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33 Soliman Abaza St., Dokki, Giza  
Tel: +20 (2) 3338-1050, Fax: +20 (2) 3338-1060  
Website: <http://www.amcham.org.eg/>

German-Arab Chamber of Commerce in Egypt  
Mr. Nagib Sawirs Chairman  
21 Soliman Abaza Str., Dokki, Giza  
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E-mail: [info@ahkmena.com](mailto:info@ahkmena.com)  
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Greek-Arab Chamber of Commerce in Egypt  
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Website: [www.cci-egypt.org](http://www.cci-egypt.org)  
E-mail: [Egyptian-services@italchamber-egypt.org.eg](mailto:Egyptian-services@italchamber-egypt.org.eg)

Japanese Foreign External Organization  
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World Trade Center, 1191 Corniche El-Nil, Bolak, Cairo  
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#### EGYPTIAN GOVERNMENT IN THE U.S.:

Embassy of the Arab Republic of Egypt  
Ambassador Mohamed Tawfik  
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Washington, D.C. 20008

Tel: (202) 895-5400, Fax: (202) 244-4319, (202) 244-5131  
Website: <http://www.egyptembassy.net/>

Office of Economic & Commercial Affairs  
Embassy of the Arab Republic of Egypt  
Ashraf Mahmoud Ezz El Din, Minister Counselor for Economic & Commercial Affairs  
2232 Massachusetts Ave., NW  
Washington, D.C. 20008  
Tel: (202) 265-9111, Fax: (202) 328-4517

Permanent Representative of the Arab Republic of Egypt to the United Nations  
304 East 44th Street, New York, NY 10017 Ambassador Hisham Badr  
Tel: (212) 503-0300, Fax: (212) 949-5999  
Website: <http://www.egyptembassy.net/showmission.cfm?id=28>

Consulate General of Egypt  
1110 Second Ave., Rm. 201  
New York, NY 10022  
Tel: (212) 759-7120, (212) 759-7121, (212) 759-7122, Fax: (212) 308-7643  
Website: <http://www.egyptnyc.net/>

The Egyptian Consulate General in San Francisco  
3001 Pacific Ave.  
San Francisco, CA 94115 -1013  
Tel: (415) 346-9700, (415) 346-9702, (415) 346-7352, Fax: (415) 346-9480  
Website: <http://www.egy2000.com/>

Consulate General of Egypt  
1990 Post Oak Blvd., Suite 2180  
Houston, TX 77056  
Tel: (713) 961-4915, (713) 961-4916, Fax: (713) 961-3868  
<http://www.egyptembassy.net/showservices.cfm?id=31>

Consulate General of Egypt  
500 N. Michigan Ave., Suite 1900  
Chicago, IL 60611  
Tel: (312) 828-9162, (312) 828-9164, (312) 828-9163, Fax: (312) 828-9167  
<http://www.egyptembassy.net/showservices.cfm?id=30>

#### **WASHINGTON-BASED U.S. GOVERNMENT CONTACTS:**

U.S. Department of Commerce  
Naomi Wiegler, Desk Officer  
MAC/ONE, Room 2029B  
Washington, D.C. 20230  
Tel: (202) 482-1860, Fax: (202) 482-0878  
Website: <http://www.ita.doc.gov/>

U.S. Department of Commerce  
U.S. Commercial Service

Janice Corbett, Regional Director, ANESA  
HCH Bldg., Room 1223  
Washington, D.C. 20230  
Tel: (202) 482-4836, Fax: (202) 482-5179  
Website: <http://www.buyusa.gov/home/>

U.S. Department of Agriculture  
John Brewer, Foreign Agricultural Service Administrator  
Mr. David Salmon, Director for Market Development  
Room 4939-S, 1400 Independence Ave., SW  
Washington, D.C. 20250  
Tel: (202) 720-6343, Fax: (202) 690-4374  
Website: <http://www.fas.usda.gov/>

U.S. Department of State  
Tejal Shah, Egypt Desk Officer  
2201 C Street NW  
Washington, DC 20520  
Tel: (202) 647-4261, Fax: (202) 736-4458  
Website: <http://www.state.gov/p/nea/>

U.S. Export-Import Bank (EXIM Bank)  
Mr. Fred P. Hochberg, Chairman and President  
811 Vermont Avenue NW  
Washington, D.C. 20571  
Tel: (202) 565-3946, (800) 565-3946, Fax: (202) 566-7524, (202) 565-3931  
Website: <http://www.exim.gov/>

Overseas Private Investment Corporation (OPIC)  
Ms. Elizabeth Littlefield, President and CEO  
1100 New York Avenue, NW  
Washington, D.C. 20527  
Tel: (202) 336-8400 Fax: (202) 336-7949  
Website: <http://www.opic.gov/>

U.S. Small Business Administration (SBA)  
740 15th Street NW, 3rd Floor  
Washington, D.C. 20005-3544  
Tel: (202) 272-0345, Fax: (202) 272-0344  
Website: <http://www.sba.gov/>

U.S. Trade and Development Agency (USTDA)  
Carl Kress/Katherine Michaud, Egypt Desk  
1000 Wilson Blvd., Suite 1600  
Arlington, VA 22209-3901  
Tel: (703) 875-4357, Fax: (703) 875-4009  
Website: <http://www.ustda.gov/>

**MULTILATERAL INSTITUTIONS ABROAD:**



African Development Bank  
15 Avenue du Ghana  
P.O. Box 323-1002  
Tunis-Belvédère, Tunisia  
Tel: (+216) 71 103 450, Fax: (+216) 71 351 933  
<http://www.afdb.org/en/>

International Finance Corporation (IFC)  
Headquarters  
International Finance Corporation  
2121 Pennsylvania Avenue, NW  
Washington, DC 20433 USA  
Tel: (202) 473-3800 Fax: (202) 974-4384  
Website: <http://www.ifc.org/>

World Bank  
Office of the U.S. Executive Director  
1818 H Street, N.W.  
Washington, D.C. 20433  
Tel: (202) 477-1234, 477-1000, 473-1000 Fax: (202) 477-6391  
Website: <http://www.worldbank.org/>

#### MULTILATERAL INSTITUTIONS IN EGYPT:

African Export Import Bank (AFREXIM)  
Dr. John Luis Ekra President  
Dr. Oramah Okey, Vice President  
72 B El Maahads El Eshtraky St., Heliopolis, Cairo  
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Tel: +20 (2) 27701100, Fax: +20 (2) 2578-0276-9  
Postal Address: P.O. Box 404 Gezira, Cairo 11568, Egypt  
Website: [www.afreximbank.com](http://www.afreximbank.com)

African Development Bank  
Egypt Country Office (EGFO)  
Dr. Sibry Tabsoba, Resident Representative  
72B Al Maahad Al Eshtraky St. Heliopolis, Cairo  
Tel: +20 (2) 2256-3790/1 and 2256-3791 Ext. 6730 and 6759, Fax: +20 (2) 2256-3792  
Website: [www.afdb.org](http://www.afdb.org)

International Finance Corporation (IFC)  
Mr. Mouayed Makhoul, Director for the Middle East and North Africa Region  
Mr. Luke Haggarty IFC Advisory Services Senior Manager  
Mrs. Nada Shousha, Country Manager  
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Tel: +20 (2) 2461-9140/45/50, Fax: +20 (2) 2461-9130/60  
Website: [www.ifc.org](http://www.ifc.org)

Cairo Regional Center for International Commercial Arbitration  
Dr. Mohamed Abdel Raouf, Director

1 Al Saleh Ayoub St., Zamalek, Cairo  
Tel: +20 (2) 2735-1333/35/37, +20 (2) 737-3691/93  
Fax: +20 (2) 2735-1336, +20 (2) 2736-4485  
Website: <http://www.crcica.org.eg>

Commission of the European Communities Delegation in Egypt  
Ambassador James Maron , Head of the Delegation  
37 Gamet El Dowal St., El Fouad Office Building, 11th Floor  
Mohandiseen, Giza, Egypt  
Tel: +20 (2) 3749-4680, Fax: +20 (2) 3749-5363  
Website: <http://www.delegy.ec.europa.eu/en/index.htm>

United Nations Development Program (UNDP)  
Mr. James W. Rawley, Resident Coordinator & Representative  
1191 Corniche El Nil, World Trade Center, 4th Floor, Cairo  
Tel: +20 (2) 2578-4840/1/2/3/4/5/6, Fax: +20 (2) 2578-4847  
Website: <http://www.undp.org.eg/default.aspx>

## Market Research

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## Trade Events

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Trade Event: Le Marche "Furniture Integrated Solutions"  
Le Marche has been the leading furniture fair in Egypt for the past 30 years

Date: 9 – 12 January 2013 – Date not yet announced for 2014.  
Organizer: AAPIC (Arab African Promoters for International Conferences)  
Website: [www.lemarcheegypt.com](http://www.lemarcheegypt.com)  
Location: Cairo International Convention and Exhibition Center  
Contact: Tarek Khodary: [Tarek.Khodary@trade.gov](mailto:Tarek.Khodary@trade.gov)

Trade Event: AUTOMECH-FORMULA 2013  
Automobiles/Light Trucks/Vans/Automotive Parts/Services/Equipment  
Date: 17 – 24 January 2013 - – Date not yet announced for 2014.  
Organizer: ART LINE & ACG & ITF  
Website: [www.artline.com.eg](http://www.artline.com.eg), [www.acg-itf.com](http://www.acg-itf.com)  
Location: Cairo International Convention and Exhibition Center.  
Contact: Tarek Khodary: [Tarek.Khodary@trade.gov](mailto:Tarek.Khodary@trade.gov)

Trade Event: The 44<sup>nd</sup> Cairo International Book Fair  
All kinds of Books  
Date: 23 January – 6 February 2013 – Date not yet announced for 2014.

Organizer: General Egyptian Book Organization  
Website: [www.cairobookfair.org](http://www.cairobookfair.org), [www.gebo.gov.eg](http://www.gebo.gov.eg)  
Location: Cairo International Convention and Exhibition Center  
Contact: Tarek Khodary: [Tarek.Khodary@trade.gov](mailto:Tarek.Khodary@trade.gov)

Trade Event: Grain Tech – 2013  
The 13<sup>th</sup> International Exhibition for Grain Industries Technology Mills, Silos, Automatic Bakery Lines, Fodders, Pasta Equipment & Oil Factories  
Date: 12 – 14 February 2013 – Date not yet announced for 2014.  
Organizer: International Group for Organizing Exhibitions (IGM)  
Website: [www.igmfairs.com](http://www.igmfairs.com)  
Location: International Fair Ground Nasr City.  
Contact: Tarek Khodary: [Tarek.Khodary@trade.gov](mailto:Tarek.Khodary@trade.gov)

Trade Event: The 5th International Exhibition for the Steel and Metallurgy Industry  
The 4rd International Exhibition Specialized in Windows, Doors and Facades  
Date: 21-23 February 2013 – Date not yet announced for 2014.  
Organizer: Arabian German Exhibitions & Publishing LTD.  
Website: [www.arabiangerman.com](http://www.arabiangerman.com), [www.meglass-mag.com](http://www.meglass-mag.com),  
[www.metalsteeleg.com](http://www.metalsteeleg.com), [www.windorex.com](http://www.windorex.com)  
Location: Cairo International Convention and Exhibition Center  
Contact: Hend El Sineity: [hend.elsineity@trade.gov](mailto:hend.elsineity@trade.gov)

Trade Event: The 9th International Exhibition of Water Technology & Swimming Pools/  
AquaTherm - Egypt Pool 2013  
Swimming Pools, Fountains & Water Systems, Landscape & Water Parks, Valves, Fittings and Pipes, Heating Technology, Measuring & Control Instruments  
Date: 26 - 28 February 2013 – Date not yet announced for 2014.  
Organizer: Ein Trading & International Fairs  
Website: [www.egyptpool.com](http://www.egyptpool.com)  
Location: Cairo International Convention and Exhibition Center  
Contact: Tarek Khodary: [Tarek.Khodary@trade.gov](mailto:Tarek.Khodary@trade.gov):

Trade Event: Cairo Fashion and Textile Exhibition  
Date: 7 - 10 March 2013 – Date not yet announced for 2014.  
Organizer: Pyramids International Group Co.  
Contact: Mai Abdelhalim: [Mai.Abdelhalim@trade.gov](mailto:Mai.Abdelhalim@trade.gov)  
Website: [www.pyramidsfaireg.com](http://www.pyramidsfaireg.com), [www.pyramids-intl-group.com](http://www.pyramids-intl-group.com)  
Location: Cairo International Convention and Exhibition Center  
Comment: Fashion & Textile & Clothing and Accessories

Trade Event: The 46<sup>th</sup> Cairo International Fair – CIF  
An annual event organized by the General Organization for International Exhibitions & Fairs, under the auspices of the Ministry of Trade and Industry  
Date: 18 - 31 March 2013 – Date not yet announced for 2014.  
Organizer: Egypt Expo & Convention Authority (EECA)  
Contact: CS Egypt  
Website: [www.cairofair.com](http://www.cairofair.com), [www.cicc.egnet.net](http://www.cicc.egnet.net), [www.goief.gov.eg](http://www.goief.gov.eg)

Location: Cairo International Convention and Exhibition Center  
Contact: CS Egypt

Trade Event: CITYSCAPE EGYPT, NEXT MOVE 2013  
The Third Round of the Mega Real Estate Exhibition and Forum  
"Next Move" is the Mega real estate show in Egypt and one of the newly established and prominent events in the MENA region.  
Date: 28-31 March 2013 – Date not yet announced for 2014.  
Organizer: ACG & ITF  
Website: [www.cityscapeegypt.com](http://www.cityscapeegypt.com), [www.acg-itf.com](http://www.acg-itf.com)  
Location: Cairo International Convention and Exhibition Center  
Contact: Rania Mekhail: [Rania.Mekhail@trade.gov](mailto:Rania.Mekhail@trade.gov)

Trade Event: INDOORS 18  
Al-Ahram Furniture & Decoration Exhibition  
Date: 4 – 7 April 2013 – Date not yet announced for 2014.  
Organizer: AL Ahram Advertising Agency.  
Contact: Tarek Khodary: [Tarek.Khodary@trade.gov](mailto:Tarek.Khodary@trade.gov)  
Website: [www.in-doors.net](http://www.in-doors.net)  
Location: Cairo International Convention and Exhibition Center  
Contact: Tarek Khodary: [Tarek.Khodary@trade.gov](mailto:Tarek.Khodary@trade.gov)

Trade Event: MEDICONEX Cairo Health 2013  
The Leading Medical Exhibition in Egypt & North Africa  
Date: 13 – 15 April 2013 – Date not yet announced for 2014.  
Organizer: Arab – African Conferences & Exhibitions (ACE)  
Website: [www.mediconex.net](http://www.mediconex.net)  
Location: Cairo International Convention and Exhibition Center  
Contact: Rania Mekhail: [Rania.Mekhail@trade.gov](mailto:Rania.Mekhail@trade.gov)

Trade Event: Cairo ICT 2013  
Cairo ICT 2013 is the premier event in the Middle East and Africa for professionals to network while demonstrating their products and services.  
Date: 21- 24 April 2013 – Date not yet announced for 2014.  
Organizer: Trade Fairs International  
Website: [www.cairoict.com](http://www.cairoict.com)  
Location: Cairo International Convention and Exhibition Center  
Contact: Hend El Sineity: [hend.elsineity@trade.gov](mailto:hend.elsineity@trade.gov)

Trade Event: EgyMedica 13  
13<sup>th</sup> International Medical Exhibition & Conference  
All Medical and Supplies for: (Clinics, Hospitals, Laboratories, Radiology Centers, Dental Centers, Optical Centers).  
Date: 9 – 11 May 2013 – Date not yet announced for 2014.  
Organizer: Green Land Group for Organizing International Exhibition & Conferences.  
Website: [www.egymedica.com](http://www.egymedica.com), [www.egymedica.net](http://www.egymedica.net), [www.egyhospitalbuild.com](http://www.egyhospitalbuild.com)  
Location: Cairo International Convention and Exhibition Center  
Contact: Rania Mekhail: [Rania.Mekhail@trade.gov](mailto:Rania.Mekhail@trade.gov)

Trade Event: FOOD Tech  
12<sup>th</sup> International Exhibition for Food Technology & Packaging

Date: 9 – 11 May 2013 – Date not yet announced for 2014.  
Organizer: Arabian Group for Development (AGD)  
Website: [www.agd-exhibitions.net](http://www.agd-exhibitions.net)  
Location: Cairo International Fair Ground in Cairo Expo City.  
Contact: Rania Mekhail: [Rania.Mekhail@trade.gov](mailto:Rania.Mekhail@trade.gov)

Trade Event: 2<sup>nd</sup> International Exhibition for Equipment Shops, Supermarkets, Stores and Shopping Centers  
The first business event in Egypt, which reflects the real market situation and supports industry development

Date: 9 - 11 May 2013 – Date not yet announced for 2014.  
Organizer: Arabian Group for Development (AGD)  
Website: [www.egyshopfair.com](http://www.egyshopfair.com)  
Location: Cairo International Fair Ground in Cairo Expo City.  
Contact: Mai Abdelhalim: [Mai.Abdelhalim@trade.gov](mailto:Mai.Abdelhalim@trade.gov)

Trade Event: Automation Technology 2013  
The Success of Automation Technology Exhibition and Conference

Date: 11 – 13 May 2013 – Date not yet announced for 2014.  
Organizer: Sama Marketing Business SMB Co.  
Website: <http://www.smbegypt.com>, [www.at.com.eg](http://www.at.com.eg)  
Location: Cairo International Convention and Exhibition Center  
Contact: Hend El Sineity: [hend.elsineity@trade.gov](mailto:hend.elsineity@trade.gov)

Trade Event: Office-Tech  
2nd International Office Facilities & Business Solution Exhibition

Date: 16 – 18 May 2013 – Date not yet announced for 2014.  
Organizer: M.T.F (Middle East Trade Fairs Co.)  
Website: [www.mtf-fairs.com](http://www.mtf-fairs.com), [www.digisign-fair.com](http://www.digisign-fair.com)  
Location: Cairo International Convention and Exhibition Center  
Contact: Hend El Sineity: [hend.elsineity@trade.gov](mailto:hend.elsineity@trade.gov)

Trade Event: The 11<sup>th</sup> Middle East & North Africa International Franchising & Licensing Exhibition  
EFDA is a NGO and a non-profit organization representing and serving the franchise industry in Egypt. It was formed to encourage and promote entrepreneurship through franchising. EFDA is a full member at the World Franchise Council (WFC).

Date: 15 – 18 May 2013 – Date not yet announced for 2014.  
Organizer: The Egyptian Franchise Development Association (EFDA).  
Location: Cairo International Fair Ground Social Fund for Development Hall.  
Contact: Tarek Khodary: [Tarek.Khodary@trade.gov](mailto:Tarek.Khodary@trade.gov)

Trade Event: AKARI  
Al Ahram Real Estate Exhibition  
Date: 23 – 26 May 2013 – Date not yet announced for 2014.  
Organizer: Pyramid (AL Ahram) Advertising Agency (PAA).  
Website: [www.ahram.org.eg](http://www.ahram.org.eg)  
Location: Cairo International Convention and Exhibition Center  
Contact: Rania Mekhail: [Rania.Mekhail@trade.gov](mailto:Rania.Mekhail@trade.gov)

Trade Event: AGRENA 2013  
The 15<sup>th</sup> International Exhibition for Management & Production for Poultry, Livestock & Fish "AGRENA 2013"  
Date: 6 - 8 June.  
Organizer: Crose Fairs Organizers  
Website: [www.agrena.net](http://www.agrena.net)  
Location: Cairo International Convention and Exhibition Center  
Contact: Rania Mekhail: [Rania.Mekhail@trade.gov](mailto:Rania.Mekhail@trade.gov)

Trade Event: AFRO PACKING 2013  
AFRO PACKING 2013 Exhibition serves many industries including: Food & beverage industries, Confectionery and bakery products, Industrial goods, Cosmetics & Healthcare industries, Consumer goods (non-food), Chemical & Petrochemical industries, Plastic industries, and cement industries  
Date: 13 – 15 June, 2013  
Organizer: Arab – African Conferences & Exhibitions (ACE)  
Website: [www.afropacking.com](http://www.afropacking.com)  
Location: Cairo International Convention and Exhibition Center  
Contact: Rania Mekhail: [Rania.Mekhail@trade.gov](mailto:Rania.Mekhail@trade.gov)

Trade Event: INTERCLIMA-TECH – Cairo, EGYPT  
12th International Exhibition & Seminar for Heating, Refrigerating and Air-conditioning Engineers  
Date: 20 - 24 June, 2013  
Organizer: Arabian Group for Development (AGD)  
Website: [www.agd-exhibitions.net](http://www.agd-exhibitions.net)  
Location: Cairo International Fair Ground in Cairo Expo City.  
Contact: Hend El Sineity: [hend.elsineity@trade.gov](mailto:hend.elsineity@trade.gov)

Trade Event: INTER BUILD – EGYPT  
20th International Exhibition & Conference for Building & Construction  
International Exhibition & Seminar for Heating, Refrigerating and Air-conditioning Engineers  
Date: 20 - 24 June, 2013  
Organizer: Arabian Group for Development (AGD)  
Website: [www.agd-exhibitions.net](http://www.agd-exhibitions.net)  
Location: Cairo International Fair Ground in Cairo Expo City.  
Contact: Hend El Sineity: [hend.elsineity@trade.gov](mailto:hend.elsineity@trade.gov)

Trade Event: Supermarket Expo 2013  
THE 18TH INTERNATIONAL EXHIBITION FOR FOOD PRODUCTS, BEVERAGES AND CONSUMER GOODS  
Date: 4 – 7 July, 2013  
Organizer: Prestige Event Management  
Website: [www.supermarketetexpo.com](http://www.supermarketetexpo.com)  
Location: Cairo International Convention and Exhibition Center  
Contact: Rania Mekhail: [Rania.Mekhail@trade.gov](mailto:Rania.Mekhail@trade.gov)

Trade Event: EGY-COAT 2013

An International Exhibition for Coatings, Chemicals and Insulation

Materials

Date: 12 – 15 September, 2013

Organizer: International Fairs Group (IFG)

Website: [www.ifg-eg.com](http://www.ifg-eg.com)

Location: Cairo International Convention and Exhibition Center

Contact: Mai Abdelhalim: [Mai.Abdelhalim@trade.gov](mailto:Mai.Abdelhalim@trade.gov)

The Event: RE-ENERGY

The International Exhibition for the Renewable Energy and Green

Buildings

Date: 29 September – 1 October.

Organizer: International Fairs Group (IFG)

Website: [www.ifg-eg.com](http://www.ifg-eg.com)

Location: Cairo International Convention and Exhibition Center

Contact: Mai Abdelhalim: [Mai.Abdelhalim@trade.gov](mailto:Mai.Abdelhalim@trade.gov)

Trade Event: Digi Sign Africa 2013

An International Advertising Technologies, Materials & Services Trade Fair

Date: 13 – 16 September, 2013

Organizer: M.T.F (Middle East Trade Fairs Co.)

Website: [www.mtf-fairs.com](http://www.mtf-fairs.com), [www.digisign-fair.com](http://www.digisign-fair.com)

Location: Cairo International Convention and Exhibition Center

Contact: Hend El Sineity: [hend.elsineity@trade.gov](mailto:hend.elsineity@trade.gov)

Trade Event: SAHARA

The 26th International Exhibition for Agriculture and Food for Africa and the Middle East

Date: 23 - 26 September, 2013

Organizer: Expo

Website: [www.saharaexpo.com](http://www.saharaexpo.com)

Location: Cairo International Convention and Exhibition Center

Contact: Cherine Maher: [Cherine.Maher@trade.gov](mailto:Cherine.Maher@trade.gov)

Trade Event: APEX 2013

The 8th Arab – African Printing, Packaging & Processing Trade Fair including: Packaging Equipment, Packaging Materials, Paper & Board, Printing, Processing, Labeling

Date: 27 – 30 October, 2013

Organizer: M.T.F (Middle East Trade Fairs Co.)

Website: [www.mtffairs.com](http://www.mtffairs.com) / [www.apexcairo.net](http://www.apexcairo.net)

Location: Cairo International Convention and Exhibition Center

Contact: Hend El Sineity: [hend.elsineity@trade.gov](mailto:hend.elsineity@trade.gov)

Trade Event: International Advertising Exhibition (AD WORLD 2013)

The show includes Agencies, raw materials, tools and affiliated media, and up to date technologies

Date: 31 October – 3 November, 2013

Organizer: Horizon Fairs

Website: [www.horizonfairs.com](http://www.horizonfairs.com)



Location: Cairo International Convention and Exhibition Center  
Contact: Hend El Sineity: [hend.elsineity@trade.gov](mailto:hend.elsineity@trade.gov)

Trade Event: HACE Hotel Expo –2013  
The 33rd International Exhibition for Hotel Supplies, including:  
The International Catering Equipment & Trading Laundry Exhibition,  
The International Bakery, Pastry Equipment & Ice Cream Exhibition,  
The International Food & Beverage & Super Market Equipment Exhibition  
Clean Tec

Date: 3 – 6 November, 2013  
Organizer: Egyptian Group for Marketing (EGM Co.)  
Website: [www.hace.com.eg](http://www.hace.com.eg)  
Location: Cairo International Convention and Exhibition Center  
Contact: Mai Abdelhalim: [Mai.Abdelhalim@trade.gov](mailto:Mai.Abdelhalim@trade.gov)

Trade Event: Ceramic & Sanitary Ware in Egypt  
An international exhibition for manufacturers and importers of ceramic & sanitary ware and full furnishings of bathrooms and kitchens

Date: 14 – 17 November, 2013  
Organizer: Climax Creation Co,  
Website: [www.ics-inegypt.com](http://www.ics-inegypt.com)  
Location: Cairo International Convention and Exhibition Center  
Contact: Hend El Sineity: [hend.elsineity@trade.gov](mailto:hend.elsineity@trade.gov)

Trade Event: MACTECH / HANDLING EXPO / AIRTECH / TRANSPOT-TECH  
HANDLING-EXPO - International Exhibition for Material Handling & Storage Equipment  
MACTECH- International Exhibition for Machine Tools, Industrial Tools, Welding, Cutting Equipment  
AIR-TECH - International Exhibition for Compressed Air Technology & Accessories  
TRANSPOT-TECH - International Exhibition for Commercial Vehicles & Spare Parts

Date: 21 - 24 November, 2013  
Organizer: International Fairs Group (IFG)  
Website: [www.ifg-eg.com](http://www.ifg-eg.com), [www.mactech.com.eg](http://www.mactech.com.eg), [www.transpottech-eg.com](http://www.transpottech-eg.com)  
[www.handlingexpo.com](http://www.handlingexpo.com); [www.airtech-eg.com](http://www.airtech-eg.com)  
Location: Cairo International Convention and Exhibition Center  
Contact: Hend El Sineity: [hend.elsineity@trade.gov](mailto:hend.elsineity@trade.gov)

Trade Event: "5th International Exhibition for Paper, Board, Tissue, Converting & Packaging"  
The Paper Middle East Exhibition targeting machinery manufacturers interested in international expansion of their products throughout the MENA region

Date: 28 – 30 November, 2013  
Organizer: Nile Trade Fairs  
Website: [www.papermiddleeast.com](http://www.papermiddleeast.com), [www.nilefairs.com](http://www.nilefairs.com)  
Location: Cairo International Convention and Exhibition Center  
Contact: Tarek Khodary: [Tarek.Khodary@trade.gov](mailto:Tarek.Khodary@trade.gov)



Please click on the links below for information on upcoming trade events.

<http://www.export.gov/tradeevents/index.asp>

<http://export.gov/egypt/tradeevents/index.asp>

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## Chapter 10: Guide to Our Services

The President's National Export Initiative aims to double exports over five years by marshaling Federal agencies to **prepare U.S. companies to export successfully, connect them with trade opportunities** and **support them once they do have exporting opportunities**.

The U.S. Commercial Service offers customized solutions to help U.S. exporters, particularly small and medium sized businesses, successfully expand exports to new markets. Our global network of trade specialists will work one-on-one with you through every step of the exporting process, helping you to:

- Target the best markets with our world-class research
- Promote your products and services to qualified buyers
- Meet the best distributors and agents for your products and services
- Overcome potential challenges or trade barriers
- Gain access to the full range of U.S. government trade promotion agencies and their services, including export training and potential trade financing sources

To learn more about the Federal Government's trade promotion resources for new and experienced exporters, please click on the following link: [www.export.gov](http://www.export.gov)

For more information on the services the U.S. Commercial Service offers to U.S. exporters, please click on the following link: (Insert link to Products and Services section of local buyusa.gov website here.)

U.S. exporters seeking general export information/assistance or country-specific commercial information can also contact the **U.S. Department of Commerce's Trade Information Center** at **(800) USA-TRAD(E)**.

To the best of our knowledge, the information contained in this report is accurate as of the date published. However, **The Department of Commerce** does not take responsibility for actions readers may take based on the information contained herein. Readers should always conduct their own due diligence before entering into business ventures or other commercial arrangements. **The Department of Commerce** can assist companies in these endeavors.

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